

Dated: May 6, 1999

**BEFORE THE
DEPARTMENT OF TRANSPORTATION
WASHINGTON, D.C.**

U.S. – CHINA AIR SERVICES

)
)
) **Docket OST-99-5539**

Dated: May 6, 1999

**SURREPLY
AND MOTION FOR LEAVE TO FILE OF NORTHWEST AIRLINES, INC.**

Northwest Airlines, Inc. (“Northwest”) submits this Surreply to the Consolidated Reply of United Air Lines, Inc. (“United”). In its pleading, United announces a service proposal that is a significant departure from the service proposal described and inherent in the Application that it filed in this case. United’s pleading is a blatant, last-minute attempt to submit a flawed and unsupported proposal to the Department, while avoiding any response from the other parties; it is an act of deliberate gamesmanship that is disrespectful of the parties, the Department and the process. Northwest moves for leave to file this Surreply in order to address both the procedural aspects of United’s action and the substance of its latest proposal.’

1. Unless The Department Establishes A Comparative Selection Proceeding, United’s Service Proposals Should Be Stricken.

Not to put too fine a point on the matter, United has tried to sandbag the parties by making a last-minute change to its service proposal. A review of United’s Application and Consolidated Answer show a proposal focussed exclusively on service between San Francisco

¹ Northwest does not purport in this pleading to deal exhaustively with United’s new service proposal, given the limited amount of time United’s strategy permitted for comparative analysis.

NORTHWEST AIRLINES SURREPLY AND MOTION

and China. Those pleadings contain lengthy argument about the supposed strengths of San Francisco as a gateway to China and about how United's new service would enhance intergateway competition. United submitted numerous exhibits purporting to show that San Francisco is the superior gateway for much of the population of the United States and that a significant amount of U.S.-China traffic originates in California (points Northwest has successfully disproved). See, e.g., Exhibits UA-1, -2, -4, -5, -7, -11 and -12.

United's Application in this case dealt exclusively with San Francisco-Shanghai nonstop service. United made no mention of proposed service from Chicago to Beijing or from New York to Shanghai. Accordingly, Northwest did not, and had no reason to, address such proposed service in its responsive pleadings. To the extent that United in its Application suggested any possible changes to its overall U.S.-China service, it vaguely suggested that an award in this proceeding might allow it to "modify its present U.S.-Tokyo-Shanghai one-stop flight to serve a new Chinese point." Application at 4 (emphasis added). This statement makes no mention of any possible changes to United's service to U.S. gateways or to Beijing.

In its Consolidated Reply, United for the first time announced proposed changes to its U.S.-China one-stop service that are integral to its overall U.S.-China service proposal in this case and are irrefutably inconsistent with the above-quoted statement: if United receives seven frequencies as requested, it will change its Chicago-Beijing and New York-Shanghai services to single-plane from connecting **services**.² Thus, directly contrary to what it told the Department in

² United asserts, with no credibility whatsoever, that the Department's Notice did not request information about existing service. This is at best a tortured and self-serving reading of the Notice. United cannot expect the Department to accept the proposition that its proposal for new San Francisco-Shanghai nonstop service should be assessed in isolation from the remainder of United's U.S.-China service. The fact is that United deliberately chose to give the parties and the Department only half of the picture and deliberately misled the parties and the Department in the process.

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its Application, United has now proposed new service affecting (a) U.S. gateways and (b) Beijing.

A further element of United's new proposal is that existing single-plane service between San Francisco and Shanghai will be downgraded to connecting service. This latter element is added, notwithstanding United's prior exclusive emphasis on improving service at San Francisco. United's last-minute proposal directly impacts the country-pair market at issue in this case and the very city-pair market that is central to United's original proposal.

In its Consolidated Reply, United claims to have withheld its complete service plan for U.S.-China from the Department and the parties because "United would obviously prefer not to expose its planned service changes to its competitors." Consolidated Reply at 5. It is clear from United's pleading, however, that United informed the airport authorities in New York and Chicago and numerous civic parties of its intentions but deliberately withheld this information from the Department and the parties. Id. at 7 ("United has, as a matter of courtesy, advised the new U.S. gateway cities of these planned service improvements")(emphasis added). Thus, United's real "preference" was to withhold information and protect its proposal from competitive analysis in the context of this proceeding. This hide-the-ball strategy is pure gamesmanship.

The effects of United's strategy are several. First, United's Application and the service proposal contained therein are deficient because they are incomplete and non-responsive to the Department's April 14, 1999 Notice. Second, the new service proposal contained in United's Consolidated Reply is deficient and non-responsive because it was filed late. Third, the late-filing of a new service proposal denies the other parties the opportunity to analyze and rebut it.

The Department has made clear in other proceedings clear that it will not countenance such conduct. It would be an obvious and unambiguous denial of due process to allow a party to

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revise its service proposal and deny the other parties the ability to respond to it. It would be a further denial of due process to allow one party to use its new proposal as a basis for a new, final attack on the other parties' proposals, as United has done here.³ It would be a further violation of principles of due process to require two of the parties, Northwest and Federal Express, to file their service proposals in compliance with the schedule set forth in the April 14, 1999 Notice while allowing United to file its actual service proposal at a later time in its final pleading. In comparative carrier selection cases, the Department has forbidden parties to revise their service proposals at an advanced stage of the proceeding, and the Department should do so in this case. See Order 98-5-3; Order 93-9-12.

In the context of a show-cause proceeding, the Consolidated Reply is the parties' final submission, and no changes to service proposals should be allowed at this stage. Although the Department suggested in its Notice that it might institute comparative selection procedures in this case, if the Department decides instead to proceed using show cause procedures, then it should strike United's Consolidated Reply. Furthermore, since the service proposal contained in United's Application was incomplete and non-responsive to the Department's Notice, the Department should strike United's Application as well. As a very inferior alternative, the Department should schedule a date by which the parties may file formal responses to the United pleading.⁴

³ For example, United claims that "United's single-plane services to Beijing and Shanghai will be as good as, or superior to those offered by Northwest at Detroit." Consolidated Reply at 7.

⁴ Northwest has previously stated its view that the Department should release critical O&D traffic data for the purposes of this proceeding and institute some form of expedited comparative selection proceeding to permit thorough and reasoned analysis by the parties of the relative benefits of the passenger and cargo service proposals at issue here. United's last-minute proposal makes the use of show-cause procedures even less appropriate.

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2. United's New Proposal Offers No New Consumer Benefits.

Referring to its new proposal for service from New York and Chicago, United claims that the proposal “will offer important improvements in U.S.-China service” and that its **“improved** China services will offer important new intergateway competition in **midwest** and east coast markets.” Consolidated Reply at 7. These claims are absurd. United’s new proposal involves no actual improvements at all. New York and Chicago will not receive more frequencies, more seats or more efficient service to China compared with existing services. At most, United’s New York-Shanghai and Chicago-Beijing passengers will receive single plane service, with a stop at Tokyo, instead of having to change planes when they stop at Tokyo. This is a distinction without a qualitative difference.

As is shown in Exhibit NW-SR- 1, United currently provides daily 747-400 service between Chicago and Beijing. In the westbound direction, the service (UA 881) departs O’Hare daily at 11:50 a.m., arrives at Tokyo at 14:30 the next day, connects with UA 853, which departs Tokyo at 16:50 and arrives at Beijing at 19:40. Under United’s “improved” proposal, the same flight UA 881 departs O’Hare daily at 11:50 a.m., arrives at Tokyo at 14:30 the next day, departs Tokyo at 16:55 and arrives at Beijing at 19:40. The current and “improved” times are identical. In the eastbound direction, the same holds true, except that flight UA 882 is projected to arrive at O’Hare five minutes earlier under the proposal than flight 882 currently does. With regard to elapsed times, United’s current and proposed Chicago-Beijing westbound elapsed times are identical (18 hours and 50 minutes) and there is the same insignificant 5 minute difference in the eastbound direction. Thus, there is no actual improvement for Chicago-Beijing passengers under United’s latest proposal.

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In the New York-Shanghai market, United's new, "improved" service actually is worse than its current service. As is shown in Exhibit NW-SR-2, United's current and proposed eastbound times are identical. The elapsed time of its proposed westbound New York-Tokyo-Shanghai service, however, actually is 15 minutes greater than the elapsed time of its current service.

Exhibits NW-SR-1 and NW-SR-2 also show that a passenger's layover time at Narita Airport is virtually identical whether he is traveling on single-plane or connecting service: slightly in excess of three hours westbound and slightly in excess of two and a half hours eastbound, in each case.

In addition, any possible greater convenience inherent in a single-plane operation is negated at Narita because even single-plane passengers have to disembark with their carry-on luggage and go through airport security before re-boarding the flight. In this sense they are exactly like connecting passengers, and the potential value of a single-plane service is virtually eliminated. Finally, as the Department knows, in scheduling a hub operation such as that at Narita, a carrier will routinely rotate its equipment among routes so that single flight number connecting service is often substituted for single-plane service.

In sum, notwithstanding United's representations, the alleged "important improvements" in New York and Chicago-China services contained in United's latest proposal are not improvements at all. When compared with the status quo, United's proposal provides (a) no new frequencies, (b) no new capacity and (c) no elapsed time improvements.

3. United's Claims Regarding Its "New Gateways" Are Wrong and Unsupported.

Given the facts, United's further claim that its proposed "improved" service from its "new gateways" of New York and Chicago will create "important new intergateway

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competition” is completely without merit. It is clear that United’s service from those **points** will not change in any meaningful sense. United’s proposal will not enhance either New York or Chicago as a gateway to China. The “new” service cannot be expected to attract increased traffic flows through either of those points, since the new service is essentially the same as, and not more attractive than, United’s current service at these gateways.

Furthermore, if United actually believed its own representations about intergateway competition, it would have submitted some sort of traffic analysis or data to support those representations, as it did in support of its San Francisco service. Instead, United has submitted no data or evidence to bolster its claims?

In its Consolidated Reply, United suggests that its proposed services from New York and Chicago to Shanghai and Beijing will be superior to Northwest’s services over Detroit. The facts prove otherwise. As is shown in Exhibit NW-SR-3, Northwest’s service over Detroit will provide for shorter elapsed times between New York and Shanghai and between Chicago and Beijing than United’s newly-proposed single-plane service will provide.

5. Conclusion.

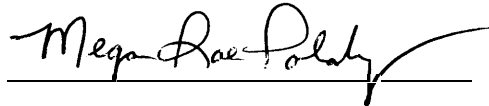
As is explained above, the Department should take a very harsh view of United’s actions in this proceeding. Serious due process problems have been created. The proper thing for the Department to do under the circumstances is to strike United’s Application and its Consolidated Reply. If the Department decides to proceed on a show-cause basis, the Department at a minimum should set a schedule for the submission of formal responses to United’s Consolidated

⁵ Attached hereto in Exhibit NW-SR-4 are letters from civic parties supporting Northwest’s service proposal in this case.

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Reply. Northwest repeats its view, however, that the Department should institute an expedited comparative selection proceeding in this case.

Respectfully submitted,

A handwritten signature in black ink, reading "Megan Rae Poldy", is written over a horizontal line.

Megan Rae Poldy
Associate General Counsel
NORTHWEST AIRLINES, INC.
901 Fifteenth Street, N.W.
Suite 3 10
Washington, D.C. 20005
(202) 842-3 193

CERTIFICATE OF SERVICE

I hereby certify that on this 6th day of May, I served a copy of the foregoing document of Northwest Airlines on the following individuals by facsimile:

Nathaniel P. Breed, Jr.
Facsimile: (202) 663-8007
(FOR FEDERAL EXPRESS)

Rush O'Keefe
Facsimile: (901) 395-5 182
(FEDERAL EXPRESS)

David Glauber
Facsimile: (90 1) 395-5 166
(FEDERAL EXPRESS)

Brian M. Campbell
Facsimile: (703) 836-5607
(FOR FEDERAL EXPRESS)

Jon Moss
Facsimile: (847) 700-593 1
(UNITED AIRLINES)

Jeffrey Manley
Facsimile: (202) 879-5200
(FOR UNITED AIRLINES)

Ken Quinn
Facsimile: (202) 833-8491
(FOR THE CITY OF SAN FRANCISCO)

David **Marchick** (by courier)
Deputy Assistant Secretary for
Economic and Business Affairs
Room 5830
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2201 C Street, NW
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His Excellency Mr. Li Zhaoxing (by courier)
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(FOR THE STATE OF ALASKA)

United's Proposed Chicago-Beijing One-Stop Services Offer No Additional Capacity or Appreciably Improved Elapsed Time Over Its Existing Services

(In Surrebuttal to the Consolidated Reply of United Airlines)

Current Schedule (May 1999)					Proposed Schedule				
Westbound			Eastbound		Westbound			Eastbound	
Daily			Daily		Daily			Daily	
Depart	11:50	Chicago (ORD)	15:15	Arrive	Depart	11:50	Chicago (ORD)	15:10	Arrive
			↑					↑	
		Flight UA 881 747-400	Flight UA 882 747-400				Flight UA 881 747-400	Flight UA 882 747-400	
		↓					↓		
Arrive	14:30+1	Tokyo (NRT)	17:45	Depart	Arrive	14:30+1	Tokyo (NRT)	17:45	Depart
Depart	16:55	Tokyo (NRT)	14:55	Arrive	Depart	16:55	Tokyo (NRT)	14:55	Arrive
			↑					↑	
		Flight UA 853 1/ 747-400	Flight UA 852 747-400				Flight UA 881 747-400	Flight UA 882 747-400	
		↓					↓		
Arrive	19:40	Beijing (PEK)	10:35	Depart	Arrive	19:40	Beijing (PEK)	10:35	Depart
Total Elapsed Time:	18:50:00		16:40:00		Total Elapsed Time:	18:50:00		16:35:00	

1/ UA 853 operates 5 minutes earlier on Tuesdays.

Source: OAG Schedule Tapes; United Airlines Consolidated Reply, Exhibit UA-17

(In Surrebuttal to the Consolidated Reply of United Airlines)

Source: OAG Schedule Tapes; United Airlines Consolidated Reply, Exhibit UA-18

Northwest's Detroit-China Service Will Still Be Superior To That Of United Despite Its New Service Proposal

(In Surrebuttal to the Consolidated Reply of United Airlines)

<u>Market(s)</u>	<u>NW via Detroit</u>	<u>UA Proposed</u>	<u>Time Saved On NW</u>
Chicago to Beijing	16:35	18:50	2:05
New York (JFK) to Shanghai	18:25	20: 10	1:45

Note: Elapsed times shown in hours: minutes. Chicago to Beijing elapsed time shown for NW is existing service.

**SCORES OF CIVIC PARTIES HAVE FILED IN SUPPORT
OF NORTHWEST'S APPLICATION**

Civic parties overwhelmingly support Northwest's proposal. Indeed, many parties have filed letters of pleadings in support of Northwest's application, including the following:¹

GOVERNMENT

Daniel Patrick Moynihan, U.S. Senator
Charles E. Schumer, U.S. Senator
Rick Santorum, U.S. Senator
Dennis Archer, Mayor, City of Detroit
Wayne County, Michigan and the Detroit Metropolitan Wayne County Airport²
Edward McNamara, Wayne County Executive
The State of Alaska on behalf of Anchorage and Fairbanks International Airports³
Brian A. Joyce, Massachusetts State Senator
Bob Short, Mayor, City of Gulfport
Harry Wiggins, Missouri State Senator
Danny Staples, Missouri State Senator
John E. Scott, Missouri State Senator
Sam Graves, Missouri State Senator
James L. Mathewson, Missouri State Senator
Bill Kenney, Missouri State Senator
Daniel J. Hegeman, Missouri State Representative
Bill Tudor, Missouri State Representative
T. Mark Elliott, Missouri State Representative
Jewell D. H. Patek, Missouri State Representative
Michael P. Peters, Mayor, City of Hartford
Richard Roy, Connecticut State Representative
Gary D. LeBeau, Connecticut State Senator
Biagio "Billy" Ciotto, Connecticut State Senator
George Jepsen, Connecticut State Senator

¹ Unless otherwise indicated, copies of the support letters are included with this exhibit.

² Reply filed April 29, 1999.

³ Consolidated Comments filed May 5, 1999.

Nancy Wyman, State Comptroller, State of Connecticut
Timothy D. Larson, Mayor, Town of East Hartford
Tom Schumpert, Knox County Executive
Jimmy Naifeh, Tennessee State Representative
Richard A. Robb, Mayor, City of South Charleston
Robert S. Kiss, Speaker, West Virginia House of Delegates
Alicia Bailey, Director, West Virginia Division of Tourism
Kendrick B. Meek, Florida State Senator
John A. Wade, Commissioner, Tennessee Department of Tourism Development
R. Gregg Reep, Mayor, City of Warren
Fred B. Hanna, Mayor, City of Fayetteville
Randy Leverty, Arkansas State Representative

BUSINESSES AND CIVIC ASSOCIATIONS

Detroit Regional Chamber - Detroit, MI
University of Michigan-Dearborn - Dearborn, MI
Ford Motor Company - Dearborn, MI
AAA Michigan/Wisconsin - Dearborn, MI
Blue Cross/Blue Shield of Michigan - Detroit, MI
Detroit Renaissance - Detroit, MI
CMS Energy - Dearborn, MI
C.F. Burger Creamery - Detroit, MI
Barden Companies, Inc. - Detroit, MI
Music City USA - Nashville, TN
Clark Truck Parts, Inc. - Poca, WV
Ryan McGinn Samples Research - Charleston, WV
West Virginia Chamber of Commerce - Charleston, WV
Lewis N. McManus - Charleston, WV
United Bankshares, Inc. - Parkersburg, WV
Petit Jean Poultry, Inc. - Danville, AR
Southern Strategy Group - Little Rock, AR
Kruger-Blackwood International Travel - Little Rock, AR
China Environmental Consultants, Ltd. - Taipei, Taiwan
Connecticut China Council - CT

United States Senate

WASHINGTON, DC 20510

May 4, 1999

The Honorable Rodney E. Slater
United States Department of Transportation
400 Seventh Street, SW
Washington, DC 20590

Re: U.S. China Air Services
Docket OST-99-5539

Dear Mr. Secretary:

As you consider allocating the seventeen additional frequencies available during the first two years of the new **U.S./China** Aviation Agreement, we urge you to support the application of Northwest Airlines. The eleven frequencies requested by Northwest would best ensure that New Yorkers are not placed at a competitive disadvantage in the burgeoning U.S./China travel market.

Northwest's proposal would allow for one-stop air service between Albany, Binghamton, Buffalo, Elmira, Rochester, Syracuse, Westchester County, and Shanghai. Additionally, New York City area residents would gain one-stop Shanghai service from both John F. Kennedy International and **LaGuardia** airports.

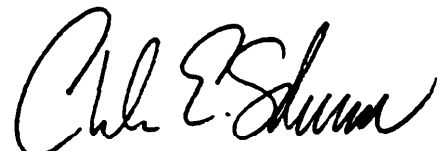
For decades, Upstate New York communities have suffered from inadequate competition and exorbitantly high airfares. The impact on the economy of Western New York has been nothing less than devastating. As U.S./China trade and travel continue to grow, New York State should be given due consideration.

We applaud your commitment to improving competition in commercial passenger aviation and we greatly appreciate your consideration of this request.

Sincerely,

A stylized, handwritten signature in black ink, consisting of a series of loops and a long horizontal stroke.

Daniel Patrick Moynihan
United States Senator

A handwritten signature in black ink, featuring a large, stylized 'C' and 'S'.

Charles E. Schumer
United States Senator

RICK SANTORUM
PENNSYLVANIA

COMMITTEES:

ARMED SERVICES
AGRICULTURE
RULES
AGING
BANKING

United States Senate

WASHINGTON, DC 20510-3804

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ALTOONA OFFICE:
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(814) 946-7023

May 6, 1999

The Honorable Rodney E. Slater
Secretary
Department of Transportation
Washington, D.C. 20590

Dear Mr. Secretary:

I am writing to express my support for the application by Northwest Airlines to provide eleven new passenger and cargo flights under the recently revised U.S.-China air services agreement. Thank you for your **consideration** of my support.

This new agreement is a significant step toward opening the enormous Chinese market to U.S. commerce. As you know, Northwest will use these eleven new **frequencies** to introduce nonstop service between Detroit and Shanghai, secure competitive parity with other U.S. carriers, and become the **first** U.S. flag carrier in the heavy cargo market to China.

For passengers originating **from** the Commonwealth of Pennsylvania, Northwest's Detroit hub is the fastest and most convenient way to travel to China. Travel to China via Detroit will save the traveler several hours in both directions. This is of considerable importance to both business and tourism in Pennsylvania.

I urge your favorable consideration of Northwest's application and, as always, I look forward to continued work with you on issues of importance to Pennsylvania.

Sincerely,



Rick Santorum

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ERIE, PA 16508
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HARRISBURG OFFICE:
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HARRISBURG, PA 17101
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**DENNIS W. ARCHER, Mayor
CITY OF DETROIT
EXECUTIVE OFFICE**

**1126 CITY-COUNTY BUILDING
DETROIT, MICHIGAN 48226
PHONE 313-224-3400
FAX 313-224-6128**

April 29, 1999

Via facsimile and regular mail

**Honorable Rodney E. Slater
Secretary of Transportation
Federal Highway Administration
400 7th Street, S.W., Ste. 10200
Washington, DC 20590**

Dear Mr. Secretary:

Under your leadership and that of Secretary Albright, the United States has taken a significant step toward opening up the enormous Chinese market to U.S. commerce. The recently revised U.S.-China Air Services Agreement doubles over a three-year period, the amount of air service that U.S. carriers may provide to China.

Detroit has evolved into a major engine of economic growth in the Chinese market. This new agreement provides Detroit with a lifetime opportunity to tap into and share the advantages that the Detroit region has for China. I respectfully request and urge that Northwest's application for allocation of 11 of the 17 frequencies that become available in the first two years be granted.

Northwest's application proposes to add a critical, complementary service to its already hugely successful Detroit-Beijing nonstop flight. It proposes to open first a nonstop U.S. carrier service to Shanghai, the automobile and financial center of China. It cannot be overemphasized how important this service will be to the economic development of the Detroit region and the entire Eastern region of our country.

I think it no coincidence that the only city in the United States that has nonstop service from a U.S. carrier is Detroit. Detroit is at the crossroads of commerce and geography. With its industrial and high technology base, Detroit generates substantial travel demand for China. With its location on the "Great Circle" route, Detroit is the ideal gateway for service to China and all of Asia, as routing via Detroit from virtually any city in the Eastern part of the United States, it is much faster than routing via the West coast.

The convenience benefits of routing via Detroit mesh perfectly with passenger travel patterns and demand. No matter how one measures demand for travel to China - total United States-China passengers, Shanghai-United States passengers, United States population, or Chinese immigrant population - Northwest's Detroit hub serves more of the population base that has connections to China than San Francisco, the other gateway under consideration for nonstop service to China.

Nonstop service between Detroit and Shanghai is one of the keys to the continued revitalization of the economic base of Detroit and all of southeast Michigan. The future of trade and commerce in Asia surely lies in China, with its population base of in excess of one billion.

Honorable Rodney E. Slater

April 29, 1999

Page Two

Because of the vital role China will play in the economic development of Michigan in the 21st century, thanks to the investments by two of our automobile Big Three, I strongly urge you to grant Northwest Airlines' entire application.

Northwest is seeking a total of eleven frequencies. Seven of these will be dedicated to offering passenger service, and this will accomplish two critical objectives: First, it will enable Northwest to provide a daily service between Detroit and both Beijing and Shanghai, with a combination of nonstop and one stop services via Tokyo. Daily service is a key combination of nonstop and one stop services via Tokyo. Daily service is a key ingredient in making airline travel convenient and accessible to business travelers. Second, it will place Northwest at competitive parity with United Air Lines, which is critical to the long term viability of Northwest's and Detroit's access to China.

Initially, United Air Lines held staggering 14 to 4 United States-China frequency advantage over Northwest. That advantage has since narrowed to 14 to 9. As you know so well, Mr. Secretary, air travelers strongly prefer airlines that provide the most convenient schedule. In an open market environment, each carrier would have an equal opportunity to provide as much service as it could profitably sustain and the forces of competition would determine the outcome. In order for Northwest to be able to continue to offer stable air service between Detroit and China, it must depend on enlightened regulatory policies to insure the existence of a level playing field.

Placing Northwest at competitive or closer competitive parity with United Air Lines is very important to Detroit, because the key to insuring the viability of these new services is access to connecting traffic behind the hub. Connecting traffic east of Detroit can move via either Northwest's hub or United's hub. Passengers will naturally route over the hub that has the most convenient schedule. Since it is likely that the Department will grant to United an allocation of at least some of the seven frequencies it has requested, parity can be achieved if Northwest's entire application for 7 passenger frequencies are granted.

I also urge favorable consideration of the remaining part of Northwest's application to provide four weekly all cargo flights. Northwest is the only carrier other than Federal Express that has applied for all cargo frequencies. Northwest's proposed service will provide first U.S. flag competition to Federal Express in the crucial air cargo arena.

Thank you for your consideration.

With warm regards.

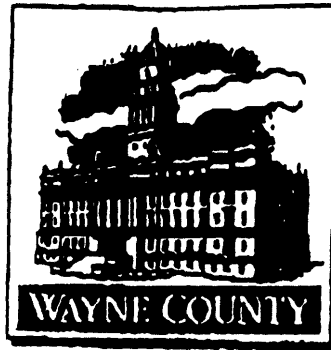
Sincerely,



Dennis W. Archer

cc: Vice President Al Gore

DWA/ma



Edward H. McNamara
County Executive

April 30, 1999

The Honorable Rodney E. Slater
Secretary of Transportation
U.S. Department of Transportation
400 Seventh Street - SW
Washington, DC 20590

Dear Mr. Secretary

Congratulations on the recent U.S.-China bilateral aviation agreement which doubles air service opportunities between the two countries over the next three years. Under your leadership, the Department has made great strides in expanding U.S. air service trade. The air service agreement is a significant step toward opening up the enormous Chinese market to U.S. commerce.

I am writing today in strong support of Northwest Airlines' application for 11 new passenger and cargo frequencies in the first two years of the new bilateral agreement. These services will be a boon to Detroit, Wayne County, all of Michigan, as well as the industrial and business communities of the eastern region of the country.

Northwest has already made a significant commitment to US-China nonstop se&e and has proven that Detroit-Beijing nonstop is a viable competitive offering. Northwest intends to do the same in the Detroit-Shanghai market. Northwest presently offers the most convenient service to Beijing with five weekly nonstops from Detroit. Northwest now proposes to augment its service by flying Detroit-Shanghai three times a week. This would mean the entire eastern half of the United States would have eight Detroit-China nonstops per week.

In order to sustain these services Northwest needs parity to access China compared to its principal competitor, United Airlines. In this context, Northwest's proposal for seven passenger flights would enable the airline to operate a daily service to both Beijing and Shanghai, just as United does today. Northwest's proposal would create a truly competitive aviation regime that would permit Northwest and United to compete on an equal basis.

DETROIT METROPOLITAN WAYNE COUNTY AIRPORT
L. C. SMITH TERMINAL • MEZZANINE • DETROIT, MI 48242 • 734-942-3550 • FAX 734-942-3793

It is **very important** to **Detroit** and **Wayne County** that **Northwest** be at **competitive parity** with **United** to **ensure** the continuing viability of **Northwest's** hub in **Detroit**. For most of **this decade**, **Northwest** has **been** at a decisive **disadvantage** to **United Airlines** in **U.S.-China** frequency rights. Air travelers strongly prefer airlines that provide the most **convenient** schedule. In an **open** market situation, **each airline** would be **able** to **determine** its **own** schedule and **frequencies**. However, in **this instance** **government**, not **competition**, must **determine** the outcome. Therefore, I urge you to **favorably consider** **Northwest's** application to **insure** a level playing field in the **U.S.-China** market.

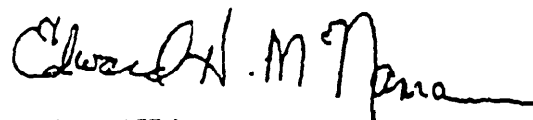
I also ask that you approve **Northwest's** application to **provide** four weekly **cargo flights** to **China**. There **currently** is no **U.S. carrier** providing **heavy, oversize** cargo transportation in the **U.S.-China** market. **Northwest** proposes to provide new **entry** and a **new type** of service by a **U.S. carrier** and to **give** the **United States** an **effective** presence in the **U.S.-China** heavy cargo market

Between 1990 and 1995 **Michigan** exports to **mainland China** **doubled** to **\$150 million** annually (**Crains Detroit Business**, 7/96). **In 1998, 150 Michigan-based companies** exported goods valued at **approximately \$253 million** (**Wayne County Department of Jobs and Economic Development**, 1999). With **this kind** of export market and the **physical presence** of **Chinese firms** here in **Southeastern Michigan**, **Detroit** is the **ideal** location for **enhanced nonstop service** to **China**.

With a population of **one billion** people and a rapidly **expanding** economy, **China** is surely the key to **future** commerce in **Asia**. I believe that **nonstop service** between **Detroit** and **China** is one of the **means** to the continued revitalization of the **economic base** of **Detroit** and **Wayne County**. **Northwest's** proposal for increasing **service** to **China** is an essential **element** of **this** revitalization.

Thank you for your **consideration**.

Very truly yours



Edward H. McNamara
Wayne County Executive

cc: Vice **President**, United States of America, Al Gore



COMMONWEALTH OF MASSACHUSETTS
MASSACHUSETTS SENATE
STATE HOUSE, BOSTON 02133-1053

SENATOR BRIAN A. JOYCE

Room 413A, STATE HOUSE

TEL (617) 722-1642

FAX (617) 722-1522

RES. (617) 696-0200

E-MAIL: BJoyce@senate.msa.ms.us

May 4, 1999

COMMITTEES:

PUBLIC SERVICE (CHAIRMAN)
CRIMINAL JUSTICE (VICE CHAIRMAN)
BANKS AND BANKING
ENERGY
GOVERNMENT REGULATIONS
HUMAN SERVICES
AND ELDERLY AFFAIRS

CAUCUSES:

Children's Legislative Caucus
Legislative Caucus on
Older Citizens' Concerns
M.W.R.A. Legislative Caucus

Secretary Rodney Slater
Department of Transportation
400 7th Street, SW
Washington, DC 20590

Dear Secretary Slater:

As a member of the Massachusetts State Senate's Committee on Banks and Banking, I am writing in strong support of Northwest Airline's application for eleven direct flight routes to Shanghai, china.

Financial services comprise a significant percentage of our local economy in Massachusetts. For example, twenty-five percent of all Mutual Funds traded throughout the world are managed here in Massachusetts. The proposal submitted by Northwest Airlines to dedicate 7 of their 11 requested flights as direct passenger routes from Detroit to Shanghai – the financial hub of China – is critical for our financial institutions and high-tech companies to expand business opportunities in China.

With significantly increased connecting flight options and a reduction in total travel time, direct flights between Detroit and Shanghai would open travel and trade opportunities for the Boston region which are currently restrictive and inconvenient at best. Of course the competition among airlines, which would result from the approval of Northwest's application, would also benefit the frequent visitor to China and thus further encourage growth in this market.

As government leaders, if we are going to help maximize the potential growth of our business community, we cannot do so unilaterally. We must ensure that we are doing all we can to provide equal opportunities to all sectors of our nation. I am very concerned that if we do not approve Northwest's application for direct flights from Detroit to Shanghai, we will be unnecessarily limiting the ability of those from the midwest and eastern United States to do business in China with the same efficiency as those on the west coast.

I hope you will consider these important factors as you reach your decision on Northwest's application later this month.

Sincerely

BRIAN A. JOYCE
State Senator

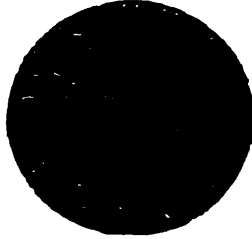
BOB SHORT
Mayor

Jimmie Jenkins
Councilman, Ward One

Richard Rose
Councilman, Ward Two

Ella Holmes-Hines
Councilwoman, Ward Three

CITY of GULFPORT



Mayor-Council Form of Government

P.O. BOX 1780
GULFPORT, MISSISSIPPI 39502-1780
TELEPHONE (228) 868-5700

May 5, 1999

Kim B. Savant
Councilman, Ward Four

Ricky Dombrowski
Councilman, Ward Five

Samuel H. "Sam" Albritton, Jr.
Councilman, Ward Six

Billy Hewes
Councilman, Ward Seven

The Honorable Rodney E. Slater
Secretary of Transportation
U.S. Department of Transportation
400 7th Street SW
Washington, D.C. 20590

Dear Secretary Slater:

I am excited that the United States and China have agreed to additional flight frequencies between the two countries. I would like to request that you look favorably on the Northwest Airlines' application for both passenger and flight service.

The additional passenger routes would give Mississippi Gulf Coast businesses easy access to direct flights to China through Detroit. Also, business people and tourists from China would be facilitated in their travel to our area.

Also of importance to our economy would be the cargo service to China. Goods, which are off loaded at the Port of Gulfport, could be transferred via Northwest through Detroit to China. Approval of the Northwest application would be most beneficial to the City of Gulfport and the entire Mississippi Gulf Coast. Again, I urge your approval of this application. If you have any questions or need any information on our area, please do not hesitate to contact me at (228) 868-5810.

Sincerely,


Bob Short
Mayor

HARRY WIGGINS
10th DISTRICT
KANSAS CITY
GRANDVIEW AND RAYTOWN
CAPITOL OFFICE: (573) 751-2788
HOME PHONE: (816) 444-9718
FAX: (573) 751-2745

FRED J. DREILING
ADMINISTRATIVE ASSISTANT



MISSOURI SENATE
JEFFERSON CITY

COMMITTEES:
CHAIRMAN, WAYS AND MEANS
CHAIRMAN, JOINT COMMITTEE
ON FISCAL OVERSIGHT
CHAIRMAN, JOINT COMMITTEE
ON LEGISLATIVE RESEARCH
VICE CHAIRMAN, PUBLIC HEALTH
AND WELFARE
VICE CHAIRMAN, APPROPRIATIONS
ETHICS
JUDICIARY
RULES

May 4, 1999

The Honorable Rodney E. Slater
Secretary
United **State Department of** Transportation
Washington, **D.C.** 20590

Dear Mr. Secretary:

As a member of the Missouri General Assembly and an **advocate for** expanded **access** to China, I would **like** to take this opportunity to **respectfully** request your consideration to approve **Northwest Airlines' application**. This proposal would allow Northwest to (1) provide new nonstop U.S. **carrier service** to **Shanghai**, China (2) increase flight access to Beijing (3) and **allow** for expanded cargo **routes**.

I believe that expanding our access to China will play an important **role on** Missouri's economy by expanding new access and trade opportunities. Northwest has applied for 11 of the 17 available **round** trip frequencies **from** Detroit to **Shanghai** and Beijing for passenger and **cargo** service. Approving Northwest's application is an important business issue for Missouri because of the close proximity to Detroit's airport. Missouri **businesses and** passengers **would greatly** benefit from Northwest Airlines's proposal since we are located only a short distance **from** boarding a direct nonstop flight to China's economic engines of Shanghai and Beijing.

In addition, your approval of Northwest Airline's application for **both passenger** and cargo routes would rectify an **imbalance in the number of flights** each carrier is **allowed**. The two other air carriers authorized to fly those routes, United Airlines and Federal Express, maintain a **large** competitive advantage over Northwest due to the current allocation of flights. As **you** know, the **more** choices and opportunities **customers** are afforded the better the **service** and price.

Thank **you** for your consideration and support,

Sincerely,

A handwritten signature in cursive script that reads "Harry Wiggins".
Harry Wiggins

HW/LW

MISSOURI SENATE
JEFFERSON CITY

DANNY STAPLES
STATE SENATOR
20TH SENATORIAL DISTRICT
ROOM 418A, STATE CAPITOL
JEFFERSON CITY, MISSOURI 65101
PHONE: (573) 751-3534
TDD (573) 751-3969

May 5, 1999

HOME ADDRESS:
HCR 3, BOX 18
EMINENCE, MISSOURI 65406

The Honorable Rodney E. Slater
Secretary
United States Department of Transportation
Washington, DC 20590

Dear Mr. Secretary:

As a member of the Missouri General Assembly and an advocate for expanded access to China, I would like to take this opportunity to respectfully request your consideration to approve Northwest Airline's application. This proposal would allow Northwest to (1) provide nonstop U.S. carrier service to Shanghai, China (2) increase flight access to Beijing (3) and allow for expanded cargo routes.

I believe that expanding our access to China will play an important role on Missouri's economy by expanding new access and trade opportunities. Northwest has applied for 11 of the 17 available round trip frequencies from Detroit to Shanghai and Beijing for passenger and cargo service. Approving Northwest's application is an important business issue for Missouri because of the close proximity to Detroit's airport. Missouri businesses and passengers would greatly benefit from Northwest Airlines' proposal since we are located only a short distance from boarding a direct nonstop flight to China's economic engines of Shanghai and Beijing.

In addition, your approval of Northwest Airline's application for both passenger and cargo routes would rectify an imbalance in the number of flights each carrier is allowed. The two other air carriers authorized to fly those routes, United Airlines and Federal Express, maintain a large competitive advantage over Northwest due to the current allocation of flights. As you know, the more choices and opportunities customers are afforded the better the service and price.

Page 2

Honorable Rodney E. **Slater**

May **5**, 1999

Thank you for your consideration and support of their application.

Sincerely,



Danny Staples, Chairman
Senate Transportation Committee

DS:cw



MISSOURI SENATE
JEFFERSON CITY

JOHN E. SCOTT
SENATOR, THIRD DISTRICT
3761 BATES
ST. LOUIS, MISSOURI 63116
(314) 481-6864

May 5, 1999

ROOM 416, CAPITOL BUILDING
JEFFERSON CITY, MISSOURI 65101
(573) 751-3644
TDD (573) 751-3969

The Honorable Rodney E. Slater, Secretary
United States Department of Transportation
400 Seventh Street, SW
Washington, D. C. 20590

Dear Mr. Secretary:

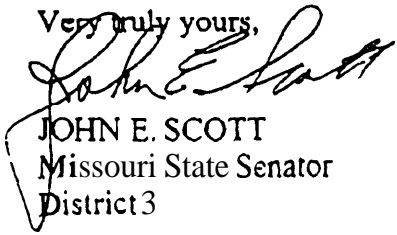
As a member of the Missouri General Assembly and an advocate for expanded access to China, I would like to take this opportunity to respectfully request your consideration to approve Northwest Airlines' application. This proposal would allow Northwest to (1) provide new nonstop U. S. carrier service to Shanghai, China, (2) increase flight access to Beijing, and (3) allow for expanded cargo routes.

I believe that expanding our access to China will play an important role on Missouri's economy by expanding new access and trade opportunities. Northwest has applied for 11 of the 17 available round trip frequencies from Detroit to Shanghai and Beijing for *passenger* and cargo service. Approving Northwest's application is an important business issue for Missouri because of the close proximity to Detroit's airport. Missouri businesses and passengers would greatly benefit from Northwest Airlines' proposal since we are located only a short distance from boarding a direct nonstop flight to China's economic engines of Shanghai and Beijing.

In addition, your approval of Northwest Airline's application for both passenger and cargo routes would rectify an imbalance in the number of flights each carrier is allowed. The two other air carriers authorized to fly those routes, United Airlines and Federal Express, maintain a large competitive advantage over Northwest due to the current allocation of flights. As you know, the more choices and opportunities customers are afforded, the better the service and price.

Thank you for your favorable consideration and support of their application.

Very truly yours,


JOHN E. SCOTT
Missouri State Senator
District 3



MISSOURI SENATE
JEFFERSON CITY

SAM GRAVES
SENATOR, TWELFTH DISTRICT
RT. 2, BOX 5
TARKIO, MISSOURI 64491
(800) 736-5870

90th GENERAL ASSEMBLY
STATE CAPITOL ROOM 325
JEFFERSON CITY, MISSOURI 65101
(573) 751-3271
TDD (573) 751-3949

May 4, 1999

The Honorable Rodney E. Slater

secretary

United States Department of Transportation
Washington, DC 20590

Dear Mr. Secretary:

As a member of the Missouri General Assembly, I would like to take this opportunity to respectfully request your consideration to approve Northwest Airlines' application. This proposal would allow Northwest to (1) provide new nonstop U.S. carrier service to Shanghai, China; (2) increase flight access to Beijing; and, (3) allow for expanded cargo routes.

I believe that expanding our access to China will play an important role in Missouri's economy by expanding new access and trade opportunities. Northwest has applied for 11 of the 17 available round trip frequencies from Detroit to Shanghai and Beijing for passenger and cargo service. Approving Northwest's application is an important business issue for Missouri because of the close proximity to Detroit's airport. Missouri businesses and passengers would greatly benefit from Northwest Airlines' proposal since we are located only a short distance from boarding a direct nonstop flight to China's economic engines of Shanghai and Beijing.

In addition, your approval of Northwest Airlines' application for both passenger and cargo routes would rectify an imbalance in the number of flights each carrier is allowed. As you know, the more choices and opportunities customers are afforded, the better the service and price.

Thank you for your consideration and support of their application.

Sincerely,



Senator Sam Graves



MISSOURI SENATE

May 4, 1999

COMMITTEES:
LOCAL GOVERNMENT & ECONOMIC
DEVELOPMENT
COMMERCE & ENVIRONMENT
FINANCIAL & GOVERNMENTAL
ORGANIZATION
GUBERNATORIAL APPOINTMENTS
INSURANCE & HOUSING
LABOR & INDUSTRIAL RELATIONS
RULES, JOINT RULES & RESOLUTIONS

JAMES L. (JIM) MATHEWSON
SENATOR, TWENTY-FIRST DISTRICT
89TH GENERAL ASSEMBLY

STATE CAPITOL, ROOM 323
JEFFERSON CITY, MISSOURI 65101
(573) 751-4771
TDD (573) 751-3949

1737 WEST 10th
SEDALIA, MISSOURI 65301-3214
(660) 826-7815

Honorable Rodney E. Slater, Secretary
United States Department of Transportation
Washington, DC. 20590

Dear Mr. Secretary:

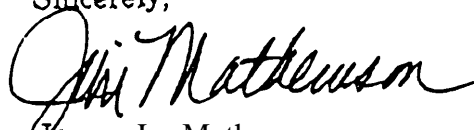
As a member of the **Missouri General Assembly** and an advocate for expanded access to China, I would **like to take** this opportunity to **respectfully** request your consideration to approve Northwest Airlines' application. This proposal would allow Northwest to (1) provide new nonstop U.S. carrier **service** to Shanghai, China; (2) increase flight access to Beijing; and (3) allow for expanded cargo routes.

I believe that expanding our access to China will play an important role on Missouri's economy by **expanding new access and trade opportunities**. Northwest has applied for 1.1 of the 17 available round trip frequencies from Detroit to Shanghai and Beijing for passenger and cargo service. Approving Northwest's application is an important business issue for Missouri because **of** the close proximity to Detroit's airport. Missouri businesses and passengers would greatly benefit from Northwest Airlines proposal since **we** are located **only** a short distance from boarding a direct nonstop flight to China's economic engines of Shanghai and Beijing.

In addition, your approval of Northwest Airline's application for both passenger and cargo routes would **rectify** an **imbalance** in **the number of flights** each **carrier is** allowed. The two other air carriers authorized to fly these routes, United Airlines and Federal Express maintain a large competitive **advantage** over Northwest due to the current allocation of flights. As you know, **the more** choices and opportunities customers are afforded **the better** the service and price.

Thank you for **your** consideration and **support** of their application.

Sincerely,


James L. Mathewson
21st Senatorial District

JLM:sd



MISSOURI SENATE
JEFFERSON CITY

BILL KENNEY
May 4, 1999

Via Facsimile 202-366-7202

DISTRICT 8
90TH GENERAL ASSEMBLY
STATE CAPITOL ROOM 427
JEFFERSON CITY, MISSOURI 65101
(573) 781-7050
Too (573) 781-3949
TOLL FREE: (888) 711-9278
bkenney@services.state.mo.us

P.O. BOX 291
LEE'S SUMMIT, MISSOURI 64043
(816) 525-0405

COMMITTEES:
COMMERCE & ENVIRONMENT
EDUCATION
ETHICS
JUDICIARY
TRANSPORTATION

The Honorable Rodney E. Slater
Secretary
United States Department of Transportation
Washington, D.C. 20590

Dear Mr. Secretary:

As a member of the Missouri General Assembly and an advocate for expanded access to China, I would like to take this opportunity to respectfully request your **consideration to approve Northwest Airlines'** application. **This** proposal would allow Northwest to (1) provide **new** nonstop U.S. carrier **service to Shanghai, China** (2) increase flight access to Beijing (3) and **allow for expanded cargo routes.**

I **believe** that expanding our access to China will play an important role on **Missouri's** economy by expanding new access and trade opportunities. 'Northwest **has applied for** 11 of the 17 available round **trip frequencies from** Detroit to Shanghai and Beijing for passenger and cargo **service.** Approving **Northwest's** application is an important business issue for Missouri because of the close proximity to Detroit's airport. Missouri businesses and passengers would **greatly benefit from** Northwest Airlines' proposal since we **are** located only a short distance from boarding a direct nonstop flight to China's economic engines of Shanghai and Beijing.

In addition, your approval of Northwest Airlines' application for both passenger and cargo routes would **rectify** an imbalance in the **number** of flights each carrier is allowed. **The** two other carriers authorized to fly those routes, United Airlines and Federal Express, maintain a large competitive advantage over Northwest due to **the current** allocation of flights. **As you know,** the more choices and opportunities customers are **afforded** the better the service and **price.**

Thank you for your consideration and support of their application

Sincerely,

Senator Bill Kenney

DANIEL J. HEGEMAN
STATE REPRESENTATIVE
DISTRICT 5
State Capitol Room 1010
Jefferson City, MO 65101-6806
TELE: (573) 751-0248
FAX (573) 526-7740
E-Mail
dhegema1@services.state.mo.us



DISTRICT ADDRESS
18730 County Road 294
Cosby, MO 64530
(816) 662-2645

MISSOURI
HOUSE OF REPRESENTATIVES

May 4, 1999

The Honorable Rodney E. Slater
Secretary
United States Department of Transportation
Washington, DC 20590

Dear Mr. Secretary:

As a member of the Missouri General Assembly and an advocate for expanded access to China, I would like to **take this** opportunity to **respectfully** request your consideration to approve Northwest Airlines' application. This proposal would allow Northwest to (1) provide new **nonstop** U.S. **Carrier** service to Shanghai, **China** (2) **increase flight** access to Beijing (3) and allow for expanded cargo routes.

I believe that expanding our access to **China** will play an important **role** on Missouri's economy by expanding new access and trade opportunities. Northwest **has applied for** 11 of the 17 available round trip frequencies from Detroit to Shanghai and Beijing for passenger and cargo service. Approving Northwest's application is an important business issue for Missouri **because** of the **close proximity** to **Detroit's** airport. Missouri businesses and passengers would greatly benefit from Northwest Airlines' proposal since we are located only a short distance from boarding a direct nonstop **flight** to China's economic engines of Shanghai and Beijing.

In addition, your approval of Northwest **Airline's** application for both passenger **and cargo routes** would rectify an **imbalance** in the number of flights **each** carrier is **allowed**. **The two other air carriers** authorized to fly those routes, United Airlines and Federal Express, maintain a large competitive advantage over Northwest due to the current allocation of **flights**. As you know, the **more** choices and opportunities customers **are** afforded the better the service and price.

Thank you for your consideration and support of their application.

Sincerely,

Handwritten signature of Daniel J. Hegeman in cursive script.
Daniel J. Hegeman
District 5 State Representative

CAPITOL OFFICE
State Capitol
201 West Capitol Avenue
Jefferson City, MO 65101-6600
Tele: 573-751-5543
B-Mail: btudor@services.state.mo.us



HOME ADDRESS
12328 Askew Dr.
Grandview, MO 64030-1516
Tele: 816-763-7474
Fax: 816-763-9832
E-Mail: BOTudor@QNI.COM

BILL TUDOR
State Representative
District 45

May 5, 1999

The Honorable Rodney E. Slater
Secretary
United States Department of Transportation
Washington, DC 20590

Dear Mr. Secretary:

As a member of the Missouri General Assembly and an advocate for expanded access to China, I **would** like to take this opportunity **to respectfully** request your consideration to approve Northwest **Airlines'** application. This **proposal would** allow Northwest to (1) provide new nonstop U.S. **carrier** service to Shanghai, **China** (2) increase **flight access** to **Beijing** (3) and **allow for expanded cargo** routes.

I believe that expanding our access to China will play an important role on Missouri's economy by expanding new access and trade opportunities. Northwest has **applied** for 11 of the 17 available round trip frequencies from Detroit to Shanghai and Beijing for passenger and cargo service. Approving Northwest's application is **an** important business issue for Missouri **because of the** close proximity to **Detroit's** airport. Missouri businesses and passengers would **greatly** benefit from **Northwest Airlines'** proposal since we are located only a short distance from boarding a direct nonstop flight to China's economic engines of Shanghai and Beijing.

Thank you for your consideration of this request.

Sincerely,

A handwritten signature in black ink, appearing to read "Bill Tudor", is written over a horizontal line.

Bill Tudor
State Representative
District 45

CAPITOL OFFICE

State Capitol
Jefferson City, MO 65101-6806
Tele: 573-751-5458
Toll Free Tele: 800-371-5556
FAX: 573-526-1066
E-Mail: melliott@services.state.mo.us



DISTRICT OFFICE

2 South Main
Webb City, MO 64870
Tele: 417-846-4644

T. MARK ELLIOTT

State Representative
District 127

May 4, 1999

The Honorable Rodney E. Slater, Secretary
United States Department of Transportation
Washington, DC 20590

Dear Mr. Secretary:

As a member of the Missouri General Assembly and an advocate for expanded access to China, I would like to take this opportunity to respectfully request your consideration to approve Northwest Airlines' application. This proposal would allow Northwest to (1) provide new nonstop U.S. carrier service to Shanghai, China (2) increase flight access to Beijing (3) and allow for expanded cargo routes.

I believe that expanding our access to China will play an important role on Missouri's economy by expanding new access and trade opportunities. Northwest has applied for 11 of the 17 available round trip frequencies from Detroit to Shanghai and Beijing for passenger and cargo service. Approving Northwest's application is an important business issue for Missouri because of the close proximity to Detroit's airport. Missouri businesses and passengers would greatly benefit from Northwest Airlines' proposal since we are located only a short distance from boarding a direct nonstop flight to China's economic engines of Shanghai and Beijing.

In addition, your approval of Northwest Airline's application for both passenger and cargo routes should rectify an imbalance in the number of flights each carrier is allowed. The two other air carriers authorized to fly those routes, United Airlines and Federal Express, maintain a large competitive advantage over Northwest due to the current allocation of flights. As you know, the more choices and opportunities customers are afforded the better the service and price.

Thank you for your consideration and support of their application.

Sincerely,

A handwritten signature in black ink, appearing to read "T. Mark Elliott", followed by a large, stylized flourish or initial.

T. Mark Elliott

Committees
Agriculture
Judiciary
Civil & Administrative Law
Education - Elementary
& Secondary
Transportation
Federal Relations
and Veteran Affairs
Appropriations - Health and
Mental Health



Capitol Office
State Capitol, Room 116-2
201 West Capitol Avenue
Jefferson City, MO 65101-6806
Tele: 573-751-2917
Fax: 573-751-6854
EMail: jpatek@mail.state.mo.us

Jewell D. H. Patek
Missouri House of Representatives
District 7

May 4, 1999

The Honorable Rodney E. Slater
Secretary
United States Department of Transportation
Washington, D C 20590

Dear Mr. Secretary:

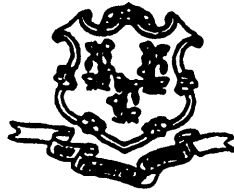
As a member of the Missouri General Assembly and an advocate for expanded access to China, I would like to take this opportunity to respectfully request your consideration to approve Northwest Airlines' application. This proposal would allow Northwest to (1) provide new nonstop U.S. carrier service to Shanghai, China (2) increase flight access to Beijing (3) and allow for expanded cargo routes.

I believe that expanding our access to China will play an important role on Missouri's economy by expanding new access and trade opportunities. Northwest has applied for 11 of the 17 available round trip frequencies from Detroit to Shanghai and Beijing for passenger and cargo service. Approving Northwest's application is an important business issue for Missouri because of the close proximity to Detroit's airport. Missouri businesses and passengers would greatly benefit from Northwest Airlines' proposal since we are located only a short distance from boarding a direct nonstop flight to China's economic engines of Shanghai and Beijing.

In addition, your approval of Northwest Airline's application for both passenger and cargo routes would rectify an imbalance in the number of flights each carrier is allowed. The two other air carriers authorized to fly those routes, United Airlines and Federal Express, maintain a large competitive advantage over Northwest due to the current allocation of flights. As you know, the more choices and opportunities customers are afforded the better the service and price.

Thank you for your consideration and support of their application.

Sincerely,
Jewell D. H. Patek



State of Connecticut
HOUSE OF REPRESENTATIVES
STATE CAPITOL
HARTFORD, CONNECTICUT 06106-1591

REPRESENTATIVE **RICHARD F. ROY**
ONE HUNDRED NINETEENTH DISTRICT

MEMBER
APPROPRIATIONS COMMITTEE
ENVIRONMENT COMMITTEE
TRANSPORTATION COMMITTEE

43 HOWE STREET
MILFORD, CONNECTICUT 06460
TELEPHONES
HOME: (203) 878-8030
CAPITOL: (860) 240-8685
TOLL FREE: 1-800-842-8267
FAX: (860) 240-8304
EMAIL: Richard.Roy@po.state.ct.us

May 5, 1999

Honorable Rodney Slater
Secretary
Department of Transportation
400 **Seventh** St, SW
Washington, DC 20590
Fax: 202-366-7202

Dear Secretary **Slater**,

As a member of the **Transportation** Committee of the Connecticut **General Assembly**, I am **interested** in providing **the most advantageous** airline services for Connecticut businesses and consumers. The frequency, availability and **convenience of international** travel options **are** of particular interest to the Connecticut **business community as we** expand our search for global trading partners.

I am **aware** of the application by Northwest Airlines to provide non-stop flights to Shanghai and Beijing **from** their **Detroit** hub. **Connecticut** businesses and consumers can easily access the Detroit flights **from Bradley** International Airport. Currently, **travelers** in Connecticut have fewer options and many **must travel through more** distant West Coast hubs and are **further** delayed by stops in Tokyo on their **route to China**.

I urge you to support the **Northwest proposal**. Thank you.

Sincerely,

A handwritten signature in dark ink, appearing to read "Richard Roy".

Richard Roy
State Representative

State of Connecticut

SENATOR GARY D. LeBEAU
ASSISTANT PRESIDENT PRO TEMPORE
THIRD DISTRICT

STATE CAPITOL
Room 110
HARTFORD, CT 06106
H: (860) 528-5818
W: (860) 240-0311



SENATE
STATE CAPITOL
HARTFORD, CONNECTICUT 06106-1591

CO-CHAIR
COMMERCE COMMITTEE

VICE-CHAIR
GENERAL LAW COMMITTEE

MEMBER
PROGRAM REVIEW COMMITTEE
FINANCE, REVENUE, & BONDING COMMITTEE

May 5.3999

Honorable Rodney Slater
Secretary
Department of Transportation
400 Seventh St., SW
Washington, DC 20690

Dear Secretary Slater:

You have an opportunity to increase economic activity in the State of Connecticut, while at the same time providing businesses and consumers throughout the United States a more competitive market for travel to China. I urge you to support the application of Northwest Airlines currently before you. As Senate Chairman of the Commerce Committee of the Connecticut General Assembly, I know how important increased economic activity with China can be for our State.

Many Connecticut businesses will welcome new non-stop service to Shanghai, as well as increased non-stop access to Beijing through Detroit. Northwest's plan will provide a more efficient and convenient option for Connecticut business and consumers. All US consumers will benefit from increased parity in air routes to China.

Connecticut manufacturers will welcome the proposed cargo routes that will allow these businesses to ship oversized cargo to China.

Please Support the Northwest application. Thank you.

Sincerely,

A handwritten signature in cursive script, appearing to read "Gary D. LeBeau".

Gary D. LeBeau
State Senator, 3rd District



State of Connecticut

SENATE
STATE CAPITOL
HARTFORD, CONNECTICUT 06106-1591

SENATOR BIAGIO "BILLY" CIOTTO
NINTH DISTRICT

68 HARRIS HILL ROAD
WETHERSFIELD, CONNECTICUT 06109
TELEPHONES
HOME: (860) 863-7353
CAPITOL: (860) 840-0696
TOLL FREE: 1-800-842-1420

May 4, 1999

CHAIRMAN
TRANSPORTATION COMMITTEE

MEMBER
GENERAL LAW COMMITTEE
PUBLIC SAFETY COMMITTEE
COMMERCE COMMITTEE
INTERSHIP COMMITTEE

Honorable Rodney Slater
Secretary
Department of Transportation
400 Seventh St
Washington, DC 20590

Dear Secretary Slater:

As Senate Chairman of the Transportation Committee of the Connecticut General Assembly I write to you in support of expanded and more efficient air passenger and h-eight routes for businesses and travelers in Connecticut.

Under a proposal that you are currently reviewing, Northwest Airlines will offer a more frequent and convenient travel route for Connecticut businesses and travelers to Shanghai and Beijing china. Awarding Northwest the routes that they seek will be a large set towards parity among passenger and cargo airlines currently serving China. All consumers and businesses Will benefit from a fully competitive market.

I have been made aware that a number of Connecticut businesses conducting business in China support Northwest's efforts to provide direct flights to Beijing and Shanghai through Detroit.

Thank you for your consideration of this request.

Sincerely,

Sen. Biagio "Billy" Ciotto
state Senator



State of Connecticut

SENATE

**STATE CAPITOL
HARTFORD, CONNECTICUT 06106-1581**

**SENATOR GEORGE JEPSEN
TWENTY-SEVENTH DISTRICT**

MAJORITY LEADER

**TELEPHONES
HOME: (203) 327-3793
CAPITOL: 1-800-842-1420**

May 4, 1999

**Honorable Rodney Slater
Secretary
Department of Transportation
400 Seventh Street, SW
Washington, DC 20590**

FAX: 202-366-7202

Dear Secretary Slater:

I support increased access for Connecticut businesses and residents to Shanghai and Beijing China. More frequent and efficient non-stop flights originating on the East Coast through Detroit will greatly enhance the opportunities for Connecticut in our business and cultural relationship with China.

Expanded cargo routes will also provide greater opportunity for trade between our State and China. I urge you to support the application of Northwest Airlines that is currently before you. Greater parity among US carriers to China will benefit all consumers by providing a more competitive market for travel and cargo routes to China.

As the economy of our country becomes more dependent on a vibrant world economy we should make all efforts to recognize the needs of our business and financial centers on the East Coast especially as it relates to the developing Asian markets.

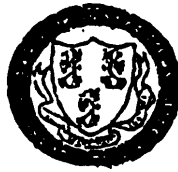
Thank you for your consideration.

Sincerely,

Sen. George Jepsen

State of Connecticut

NANCY WYMAN
COMPTROLLER



Hartford

MARK E. OJAKIAN
DEPUTY COMPTROLLER

May 5.1999

Vice President Albert Gore
1600 Pennsylvania Avenue, NW
Washington, DC 20500

Via Facsimile: (202) 456-7044

Dear Mr. Vice President:

Many Connecticut businesses and consumers will benefit from the expansion of passenger and cargo routes to Shanghai and Beijing, China. Of particular interest, are the new non-stop flights to Shanghai and expanded non-stop service to Beijing proposed by Northwest Airlines from their Detroit hub.

The proposed new service will provide greater convenience and efficiency for Connecticut businesses and consumers. Currently, many Connecticut travelers must connect through flights on the West Coast and stop in Tokyo. Equitable distribution of China air routes will provide parity among U.S. carriers and help to establish a more competitive market. .

Connecticut based-companies continue to explore opportunities in the expanding markets of Asia. China provides enormous opportunities for Connecticut businesses, educational institutions and cultural initiatives.

Please support Nor&west's proposal that will enhance travel and cargo options and opportunities for Connecticut and East Coast travelers and businesses. Thank you for your consideration.

Sincerely,

A handwritten signature in cursive script that reads "Nancy Wyman".

Nancy Wyman
state Comptroller

TIMOTHY D. LARSON
MAYOR

TOWN OF EAST HARTFORD

East Hartford, Connecticut 06108

(860) 891-7200

FAX (860) 291-7313

OFFICE OF THE MAYOR

May 5, 1999

Honorable Rodney Slater
Secretary
Department of Transportation
400 Seventh Street, SW
Washington, DC 20590

Dear Secretary Slater:

The Hartford Metro Region and the City of East Hartford in particular is home to many businesses that rely on access to the world markets. The emerging markets in Asia are of particular interest to many of our growing businesses.

I am aware that Northwest Airlines has applied for new travel and cargo routes to Shanghai and Beijing China. I fully support their application.

Many Hartford Metro businesses will welcome the more efficient and frequent flights that Northwest will offer if you approve their application. Currently, East Coast passengers have few direct flight options, and no direct flights from the us to Shanghai.

Northwest's application will provide easy access for Connecticut travelers from Bradley International through Detroit for non-stop travel to both Beijing and Shanghai. Travel through West Coast airports and stops in Tokyo are less attractive for East Coast consumers.

Increased cargo flights, especially for oversized cargo, will be welcomed by manufacturing companies located in East Hartford. Approving the new routes will bring market competition and increased parity among US carriers. Please support the Northwest application.

Sincerely,


Timothy D. Larson
Mayor

County Executive
Thomas Schumpert



May 4, 1999

The Honorable Rodney E. Slater
Secretary of Transportation
U.S. Department of Transportation
400 7th street, SW
Washington, D.C. 20530

VIA FACSIMILE: (202) 3667262

Dear Secretary Slater,:

I am writing regarding Northwest Airlines' recent application to your department. It is my understanding that Northwest's application would best serve the people of Tennessee and Knox County under the new aviation agreement reached between the U.S. and China.

There are two important reasons I believe approval of Northwest's application is warranted. First, leveling the playing field among the current U.S. carriers to China is important. Northwest's application, if approved, would create fair competition between the U.S. carriers in the important Chinese market. Second, the routes proposed by Northwest offer important and Convenient new service to China for business customers in the eastern part of the country. For Knox County, the Detroit to China routes will offer the means of increasing ties between the local educational institutions and the research community in the Knox County area.

With the increasing importance of China in the world marketplace, it is important to consider the benefits associated with an approval of Northwest's application. I appreciate your consideration of my views on this important matter.

Sincerely,

Tom Schumpert
Knox County Executive

cc: Congressman John J. Duncan, Jr.

Enjoyed meeting you
@ the National Transportation
Center Ground breaking,
Good East TN Rain





Jimmy Naifeh

Speaker

State Capitol

Nashville, Tennessee 37243-0181

(615) 741-3774

House of Representatives

State of Tennessee

Nashville

Office of the Speaker

Home Address

P.O. Box 97

Covington, Tennessee 38019

(901) 476-9593

May 5, 1999

The Honorable Rodney E. Slater
Secretary of Transportation
U.S. Department of Transportation
400 7th Street-SW
Washington, DC 20530

Dear Secretary Slater:

I am writing regarding Northwest Airlines' recent application to your department. It is my understanding that Northwest's application would best serve the people of Tennessee under the new aviation agreement reached between the US. and China

There are two important reasons I believe approval of Northwest's application is warranted. First, leveling the playing field among the current U.S. carriers to China is important. Northwest's application, if approved, would create fair competition between the U.S. carriers in the important Chinese market. Second, the routes proposed by Northwest offer important and convenient new service to China for business customers in the eastern part of the country. For Tennessee, the Detroit to China routes offer significantly faster service to the important financial and business centers in China.

With the increasing importance of China in the world marketplace, it is important to consider the benefits associated with an approval of Northwest's application. I appreciate your consideration of my views on this important matter.

Sincerely,

Jimmy Naifeh



The City of South Charleston

P.O. Box 8597
South Charleston, West Virginia 25303

Richard A. Robb, Mayor

May 5, 1999

Rodney Slater, Secretary
U.S. Department of Transportation
400 7th Street S.W.
Washington, P.C. 20590

Re: Northwest Airlines
Detroit - China Route

Dear Secretary Slater:

This is to urge your: consideration and support for increased flights from Detroit to China by Northwest Airlines. I am certain others have addressed the overall argument for this proposal so I intend to address a more local aspect of support.

South Charleston is a heavy manufacturing center adjacent to West Virginia's state capital city with a heavy emphasis in international trade. The Detroit-China routing would afford businesses in our community with a ready connection to this burgeoning market. Such a connection would render much assistance to these manufacturing firms facing increasing foreign competition.

Thank you for your attention to this matter.

Sincerely yours,

Richard A. Robb
Mayor

RAR:ams



WEST VIRGINIA HOUSE OF DELEGATES
OFFICE OF THE SPEAKER
CHARLESTON 25305

ROBERT S. KISS
SPEAKER

May 5, 1999

Rodney Slater, Cabinet Secretary
United States Department of Transportation
400 7th Street, SW
Washington, D.C. 20590

Dear Secretary Slater:

As Speaker of the West Virginia House of Delegates, I respectfully request your favorable consideration and approval of Northwest Airlines' application for eleven new passenger and cargo flights from Detroit to Shanghai as a result of the United States and China aviation agreement signed on April 6.

West Virginia state government and businesses have participated in several trade missions to the Far East, including China. Northwest's expansion routes will play a vital role in our economic development efforts in that region of the world.

These new flights, combined with Northwest's existing nonstop schedule to China from Detroit, will provide the citizens on the East Coast the convenience of eight weekly nonstop flights. This Midwestern gateway will benefit more than 70% of the United States' population.

As you know, Northwest Airlines is one of the leading U.S. carriers to China and the Pacific region. They have been at the forefront of trying to expand the aviation relationship between the United States and China through establishing code share alliances, training Chinese flight crews, and conducting aviation seminars in China.

Given this information, it is my hope that you will give Northwest Airlines serious consideration regarding its application for expanded air service to China.

Sincerely,

Robert S. Kiss, Speaker
West Virginia House of Delegates



THE FLORIDA SENATE

Tallahassee, Florida 32399-1100

SENATOR KENDRICK B. MEEK
36th District

COMMITTEES:
Agriculture and Consumer Services
Budget - Subcommittee on Public Safety and Judiciary
Criminal Justice
Ethics and Elections

SELECT COMMITTEE:
Apportionment and Redistricting

May 9, 1999

The Honorable Albert Gore, Jr.
Vice-President
United States of America
Old Executive Office Building, N.W.
Washington, D.C. 20503

Dear Vice President Gore:

I write to you today to urge your support for Northwest Airlines' application to become the first U.S. carrier to institute nonstop service to Shanghai. This application comes as a result of the recently revised U.S.-China Air Services Agreement that doubles, over a three year period, the amount of air service that U.S. carriers may provide to China. Northwest applied for 11 of the 17 frequencies allocated over the first two years and I hope you will support their application.

As you know, Florida has positioned itself in the world economy as a major center for international trade. Anything your administration can do to encourage the continued growth of international trade will directly benefit Florida's businesses. Northwest's application for four weekly cargo flights will not only ensure competition at home, but will also establish a dependable method for shipping heavy cargo.

Currently, the only other major route with nonstop service to China's financial center is through San Francisco. If Northwest is granted this application, then Floridians will have the option of using Detroit as a more convenient connection.

In conclusion, it is my hope that you will assist Northwest in gaining these new routes. Thank you for your consideration and I look forward to hearing from you.

Sincerely,

Senator Kendrick B. Meek
District 36

REPLY TO:

- ☐ 18441 NW 2nd Avenue, Suite 518, Miami, Florida 33189 (305) 666-3871
- ☐ 228 Senate Office Building, 404 South Monroe Street, Tallahassee, Florida 32399-1100 (850) 487-6118

TONI JENNINGS
President

WILLIAM G. "DOC" MYERS
President Pro Tempore



STATE OF TENNESSEE

DEPARTMENT OF TOURIST DEVELOPMENT

320 SIXTH AVENUE NORTH, FIFTH FLOOR, RACHEL JACKSON BUILDING, NASHVILLE, TENNESSEE 37243
(615) 241-9001 / FAX (615) 532-0477

John A. Wade
Commissioner

Don Sundquist
Governor

May 5, 1999

The Honorable Al Gore
Vice President of the United States
Old Executive Office Building
Washington, DC 20510

Dear Mr. Vice President:

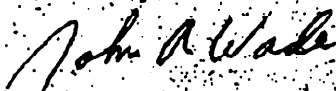
The Department of Transportation is currently in the process of deciding how the new flights allowed for under the recent aviation agreement between the U.S. and China are allocated among U.S. air carriers that currently serve China. I am writing to express support for the application submitted by Northwest Airlines in that proceeding.

The Northwest proposal offers the people of Tennessee important benefits. First, the people of our state will be able to reach China more conveniently if the Northwest application is approved. The flights proposed by Northwest offer faster service to China from every major city in our state. Tennessee businesses will have more convenient opportunities to explore the expanding Chinese market. Tennesseans interested in vacationing in China will have an easier time making China part of their travel plans.

In addition, the competitive imbalance that exists among U.S. carriers is of concern as our country moves toward expanded ties with China. Approval of Northwest's application would level the playing field among U.S. carriers, specifically United Airlines.

I respectfully ask that you make Transportation Secretary Slater aware of the benefits of the Northwest's application to all the people of our state. Thank you for your time and consideration on this matter.

Sincerely,


John A. Wade

JAW/mg

THE CITY OF WAKKEN

GREGG REEF, Mayor

ALDERMAN

RUFA PULLERTON
EDITH EDDINGTON
JOSEPH C. HENDERSON

P. O. BOX 352

Warren, Arkansas 71671

TELEPHONE (870) 226-6743

TELEFAX (870) 226-8301

BERTIA MAE LASSITER, City Clerk

ALDERMAN

SANDRA BROWN
THOMAS M. LEMORE
ZACHARY BURKS

May 4, 1999

The Honorable Rodney E. Slater
Secretary
Department of Transportation
400 7th Street, SW
Washington, D. C. 20590

Dear Mr. Secretary:

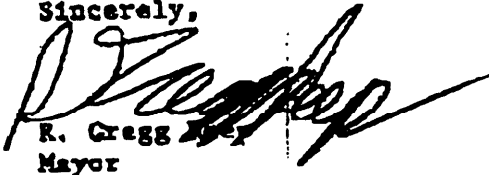
It is my understanding that the recently revised US-China Air Services Agreement doubles the amount of air service that US carriers may provide to c & 4 - x am writing in support of the application of Northwest Airlines for allocation of several of the frequencies that become available in the first two years of the agreement. With these round trip flights, Northwest can institute the first US carrier nonstop service to Shanghai. This will directly benefit the heartland of the United States economically.

The issue is important in America because Northwest provides a critical transportation link between our region and the nation and world through its hub in Memphis, Tennessee. Approval of their application would greatly enhance our travel choices from Arkansas to China. United Airlines, the major passenger competitor for these frequencies, does not provide service to our area to the same degree.

Matters such as this one affect people and business throughout America. Small towns and small business benefit. Jobs are enhanced and the economy has a chance for further growth.

Thank you for your time and consideration of this issue.

Sincerely,



R. Gregg Reef
Mayor

FAYETTEVILLE

THE CITY OF FAYETTEVILLE, ARKANSAS

May 5, 1999

The Honorable Rodney E. Slater
Secretary, Department of Transportation
Washington DC

Dear Mr. Secretary:

First, let me take this opportunity to thank you for all your help in the Northwest Arkansas region. The vast improvements in our transportation systems have been an enormous help to our citizens and to the economic health of the area. Thank you for all your efforts.

I've been asked to express my support for the proposed application by Northwest Airlines to institute the first nonstop service to Shanghai. This nonstop service would link China's industrial and financial centers with the Midwest, South and East Coast of the U.S.

Through Northwest's hub in Memphis, there would be faster and more efficient travel from Northwest Arkansas to China. As you are well aware, having been instrumental in its development, we have a new regional airport in Northwest Arkansas as well as a number of companies doing business internationally. Northwest's proposed service to China would be a continuing step up in connecting Northwest Arkansas to the world.

Thank you for your consideration.

Yours Very Truly,



Fred B. Hanna
Mayor



STATE OF ARKANSAS

House of Representatives

May 5, 1999

REPRESENTATIVE
Randy Laverty
Assistant Speaker
Pro Tempore
P.O. Box 303
Jasper, AR 72641-0303

Phone:
870-446-3005 Business
870-446-3593 Residence
870-446-2774 FAX

DISTRICT 23

Counties:
Part of Boone County
Part of Carroll County
Part of Newton County
Part of Stoney County

COMMITTEES

Chairperson,
Public Health, Welfare and Labor

Insurance and Commerce
Utilities Subcommittee

Joint Committee on Energy

Joint Budget

The Honorable Rodney E. Slater
Secretary

Department of Transportation
400 7th Street, SW.
Washington, DC 20590

Dear *Rodney* ~~Mr.~~ Secretary:

I have been informed that Northwest Airlines has applied for several of the new frequencies to China that are available due to the revised US-China Air Services Agreement. I am writing in support of this application.

With the awarding of these frequencies, Northwest would begin n&stop service from Detroit to Shanghai and would also offer some all cargo service to China. Traveling to China from Arkansas would be much more economical and efficient with these new routes through Detroit. Opening these corridors would help increase trade opportunities and have a positive impact on the state.

My area of the state is growing by leaps and bounds, with business opportunities abound. Since Northwest Airlines is in Arkansas and provides opportunities for more direct travel for passengers whether they are going on business or pleasure, I would support their application for more frequencies.

Thank you for your time and consideration of this application.

Sincerely,

Randy Laverty

Randy Laverty

RL:VU-

It will very good to have a chance to visit with you in Arkansas a couple of months ago.



May 3, 1999

The Honorable **Rodney E. Slater**
Secretary of Transportation
U. S. Department of Transportation
400 7th Street S.W.
Washington, DC 20590

Dear Secretary Slater:

On behalf of the Chamber's board of directors and 12,000 members I encourage you to respond affirmatively to the bid by Northwest Airlines for nonstop and one-stop service between Detroit and Shanghai.

As Detroit continues to rebound to the economic viability of its past, Northwest's hub operation here is a primary catalyst. Metro Airport has become the gateway to the east for over 50% of the population of the U. S. and, importantly, many business sectors. It is not possible to overemphasize this impact on the auto industry and the economic growth of the region, the state and the Midwest.

We recognize that various sections of the nation have different economic strengths. The manufacturing industry, especially autos, is the strength and fortune in the Midwest. Trawl that is timely and productive to foreign markets and plant locations around the world is critical in site locations for corporate decision makers.

The lead article headline in the March 1999 Site Selection Magazine states "Michigan Nips California for 1998 SS (Site Selection) Governor's Cup as Records Shatter". In 1998, of the 12,368 new corporate facilities and expansions, 8,654, or 70%, were in states east of the Mississippi Rivet with Michigan first. For the years 1996- 1998 of the 3 1,266 new corporate facilities and expansions, 22,582, or 72% were east of the Mississippi with Michigan first again.

Corporate travel to the far east from these new facilities clearly is most convenient out of Detroit Metro Airport.

The following is from the same Site Selection Magazine and is evidence of the economic development taking place in the states east of the Mississippi. Of the "top 10" states:

1998 new facilities or expansions...7 eastern states led by Michigan
1998 new manufacturing...7 eastern states, Michigan 2nd
1996-98 new manufacturing...8 eastern states, Michigan 2nd

Continued..

One Woodward Avenue
Suite 1700
P.O. 80x 33840
Detroit, Michigan 48232-0840
313.964.4000
www.detroitchamber.com

Letter to **Secretary** Rodney E. Slater
May 3, 1999
Page 2

1996-98 new or expanded global facilities... 8 eastern states, Michigan 2nd
1996-98 new jobs... 7 eastern states
1996-98 investment per 1 million population... 9 eastern states, Michigan 3rd
1996-98 new and expanded facilities per 1,000 square miles... all 13 (4 states tied for 10th),
Michigan 2nd

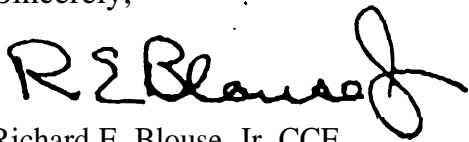
In addition to the dramatic economic growth in the entire **eastern** United States, **which** we consider the **market for** non-stop **international flights from** Metro, the Detroit region **led in new and expanded facilities** and **new manufacturing plants** and had more than twice **the number** of the second place **region**. **Grand Rapids/ Muskegon/Holland** were also in the top **ten**.

In short, Mr. **Secretary**, if the **criteria** you **use** to select an **air line for international routes is based** on the **benefit** to economic growth, the choice for Shanghai is obvious: **Northwest Airlines service from Detroit Metro Airport**.

Finally, when China becomes a member **of** the **World Trade Organization**, as it surely **will**, the auto industry and other Midwest **manufacturing** companies will benefit **from** the world's **largest** untapped market of 1.2 **billion** potential customers. The high paying **manufacturing** jobs there and in the U. S **will** help create **wealth worldwide**. Direct access to Shanghai and other major **manufacturing centers** of commerce in China **will** become **even** more important.

For the above reasons **I** hope your decision regarding the non-stop and one **stop flights** to Shanghai **will** be in favor of Detroit and **Northwest Airlines**.

Sincerely,



Richard E. Blouse, Jr. CCE
President & CEO

cc: Edward **H. McNamara**, Wayne County Executive



JAMES C. RENICK
Chancellor

THE UNIVERSITY OF MICHIGAN-DEARBORN

Office of the Chancellor
Dearborn, Michigan 48128-1491
(313) 593-3500 Fax (313) 593-3204

May 3, 1999

The Honorable Rodney E. Slater
Secretary of Transportation
U.S. Department of Transportation
400 7th Street, S.W.
Washington, D.C. 20590
FAX: 202-366-7202

Dear **Secretary Slater:**

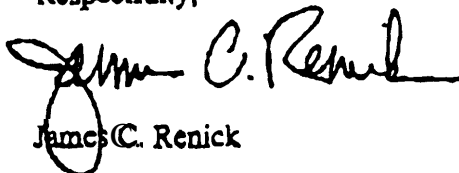
I am writing to express my support for the proposed international service by Northwest Airlines between Dearborn and Shanghai, China. It is my understanding that this proposal may soon be under consideration by the Department of Transportation.

My faculty colleagues at the University of Michigan-Dearborn are involved in research that takes them all over the world, including China. This proposed Detroit-Shanghai route would complement the existing Detroit-Beijing flights, allowing my colleagues to reach Shanghai easily and directly.

The improved service resulting from Northwest's Detroit-Shanghai service could not only save time for our employees (resulting in increased productivity), it could potentially save money for the University. For example, more direct and convenient flight times would cut down on the need for unwanted overnight stays and related charges (meals, rental cars, etc.). The alternative of flying to the west coast, only to have to fly back east to reach China, would make little sense.

I strongly support the proposed international service by Northwest Airlines, and I thank you for your consideration of this important issue.

Respectfully,



James C. Renick



William Clay Ford, Jr.
Chairman of the Board

Ford Motor Company
The American Road
P.O. Box 1298
Dearborn, Michigan 48121-1298 USA

April 30, 1999

The Honorable Rodney E. Slater
Secretary of Transportation
US Department of Transportation
400 7th Street - SW
Washington, DC 20590

Dear Mr. Secretary:

I am writing this brief, but in strong support, letter regarding Northwest Airlines' application and request for a non-stop route from Detroit to Shanghai.

The growth and strength of the auto industry in the United States is centered in Detroit and for Ford to continue its growth and expansion at a global level, new non-stop flights like those proposed by Northwest are extremely important for us, not only now, but in the future.

Northwest has made a significant commitment to Detroit by establishing a hub in our city and has continuously worked to expand and improve its operations to the benefit of our community. I respectfully ask your consideration and support of their application.

Very truly yours,

A handwritten signature in dark ink, appearing to read "Bill Clay Ford Jr.", written in a cursive style.

north1





April 30, 1999

AAA Michigan/Wisconsin
1 Auto Club Drive
Dearborn, Michigan 48126-2694

Ronald L. Steffens
President & CEO
313/336-1280
Fax 313/436-7598

The Honorable Rodney E. Slater
Secretary of Transportation
U.S. Department of Transportation
400 7th Street - SW
Washington, DC 20590

Dear Secretary Slater:

On behalf of our 2.3 million members and the traveling public in the states of Michigan and Wisconsin, I'd like to respectfully request your consideration to approve Northwest Airlines' application to provide nonstop U.S. carrier service to Shanghai, China. More specifically, we request your favorable consideration for the allocation of 11 of the 17 frequencies to Northwest that will soon become available as a result of the significant breakthrough that you and Secretary Albright have achieved in opening up the Chinese market to U.S. commerce.

As you already know, as the major international hub of Northwest Airlines, Detroit and Michigan's political, business and labor leadership are strongly aligned in support of this application. Shanghai is the automotive capital of China like Detroit is to the United States. Directly linking this global industry will yield significant long-term benefits for not only our region, but the U.S. economy.

Through your support and that of President Clinton, we are moving forward with the expansion of Detroit Metropolitan International Airport. Your approval of this application will help ensure the success and wisdom of that investment. When complete in the year 2002, this gateway will not only support the passenger and commercial interests of the entire Eastern United States, but help ensure the continued development of friendly relations with China and other Asian countries.

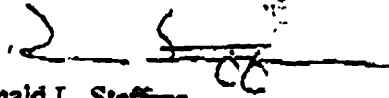
We further believe that your approval of this application will help achieve greater parity and choice among regions of the United States, communities and specific airlines. As you know, today, United Airlines has a decisive advantage in frequency rights over Northwest. Granting Northwest's application, including its request to provide four weekly all cargo flights, will promote economic self

April 5, 1999
Page 2

determination for this region and greater choice for both passengers and business from the Eastern United States.

Thank you for your consideration, Mr. Secretary. Your policies and decisions to date have allowed cities like Detroit and states like Michigan, to pull ourselves up by our boot straps and become significant contributors to the global economic success of our great country.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ronald L. Steffens', with a horizontal line extending to the right.

Ronald L. Steffens

caz

cc: Governor John Engler
Congressman John Dingel
Mayor Dennis Archer



Robert H. Naftaly
Executive Vice President
Chief Operating Officer



600 Lafayette East
Detroit, Michigan 482

April 29, 1999

The Honorable Rodney E. Slam
Secretary of Transportation
us Department of Transportation
400 7th Street - SW
Washington, DC 20590

Dear Mr. Secretary:

As a Commissioner on the Wayne County Airport Commission, I strongly urge your favorable consideration of Northwest's bid for nonstop international service between Detroit and Shanghai, China

Detroit has evolved into a major engine of economic growth in the Chinese market. This new agreement provides the United States with a once in a lifetime opportunity to tap into the advantages that Detroit has for China service by directing that Northwest's application for allocation of 11 of the 17 frequencies that become available in the first two years expeditiously be granted.

Northwest's application proposes to add a critical, complementary service to its already hugely successful Detroit-Beijing nonstop flight. It proposes to open first nonstop US carrier service to Shanghai, the automobile and financial center of China. It cannot be overemphasized how important this service will be to the economic development of Detroit and the entire eastern region of the country.

I think it no coincidence that the only city in the United States that has nonstop service from a US carrier is Detroit. Detroit is at the crossroads of commerce and geography. With its industrial and high tech base, Detroit generates substantial travel demand for China. With its location on the "Great Circle" route, Detroit is the ideal gateway for service to China and all of Asia, as routing via Detroit from virtually any city in the Eastern pan of the United States is much faster than routing via the west coast.

The convenience benefits of routing via Detroit mesh perfectly with passenger travel patterns and demand. No matter how one measures demand for travel to China - total US-China passengers; Shanghai-US passengers; US population; or Chinese immigrant population - Northwest's Detroit hub serves more of the population base that has

Page Two
April 29, 1999

connections to China than San Francisco. the other gateway under consideration for nonstop service to China,

Nonstop service between Detroit and Shanghai is one of the keys to the continued revitalization of the economic base of Detroit and all of Southeast Michigan. The future of trade and commerce in Asia surely lies in China, with its population base of in excess of 1 billion.

BECAUSE OF THE VITAL ROLE CHINA WILL PLAY IN THE ECONOMIC DEVELOPMENT OF MICHIGAN IN THE 21ST CENTURY, I STRONGLY URGE YOU TO GRANT NORTHWEST'S ENTIRE APPLICATION, NOT JUST THAT SEGMENT THAT WILL BE USED TO INSTALL NONSTOP FLIGHT TO SHANGHAI. NORTHWEST IS SEEKING A TOTAL OF ELEVEN (11) FREQUENCIES. SEVEN (7) OF THESE WILL BE DEDICATED TO OFFERING PASSENGER SERVICE, AND THIS WILL ACCOMPLISH TWO CRITICAL OBJECTIVES:: First, it will enable Northwest to provide a daily service between Detroit and both Beijing and Shanghai, with a combination of nonstop and one stop services via Tokyo. Daily service is a key ingredient in making airline travel convenient and accessible to business travelers. Second, it will place Northwest at competitive parity with United Air Lines, which is critical to the long term viability of Northwest's (and therefore Detroit's) access to China.

For most of this decade, Northwest has been playing catch up with United Air Lines, which for the entire decade has held a decisive and advantage in frequency rights over Northwest. Initially, United held a staggering 14 to 4 US-China frequency advantage over Northwest. That advantage has narrowed to 14 to 9 in recent years, but that is still a 55% United advantage over Northwest's governmentally allocated position. As you know so well, Mr. Secretary, air travelers strongly prefer airlines that provide the most convenient schedule. In an open market environment, each carrier would have an equal opportunity to provide as much service as it could profitably sustain and the forces of competition would determine the outcome. Market forces are not at work here, however. Instead, the government must administratively allocate these scarce frequencies, and for Northwest to be able to continue tougher stable air service between Detroit and China, it must depend on enlightened regulatory policies to insure the existence of a level playing field.

Placing Northwest at competitive parity with United is very important to Detroit, because the key to insuring the viability of these new services is access to connecting traffic behind the hub. Connecting traffic east of Detroit can move via either Northwest's hub or United's hub and it will naturally route over the hub that has the most convenient schedule. Since it is likely that the Department will grant to United an allocation of at

Page Three
April 29, 1999

least some of seven frequencies it has requested, parity can only be achieved if Northwest's entire application for 7 passenger frequencies is granted.

I also strongly urge your favorable consideration of Northwest's application to provide 4 weekly all cargo flights. Northwest is the only carrier other than Federal Express that has applied for all cargo frequencies. Northwest's proposed service will provide first US flag competition to Federal Express in the crucial air cargo arena.

Thank you for your consideration of my views.

Sincerely,



Robert H. Naftaly

DETROIT RENAISSANCE

FOUNDING CHAIRMAN

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Vice Chairman

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President

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A. Alfred Taubman

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Lawrence Wise

Larry O. Yon

Paul Millegonds

President

April 28, 1999

The Honorable Rodney E. Slater
Secretary
United States Dept. of Transportation
400 7th Street - SW
Washington, D.C. 20590

Dear Mr. Secretary:

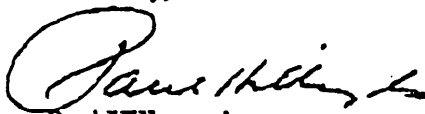
This letter is sent in support of the application of Northwest Airlines for 11 new passenger and cargo flights in the first two years of the new U.S.-China aviation agreement, including three nonstop flights from Detroit to Shanghai.

The Northwest application will add a critical and complementary service to its already successful Detroit-Beijing nonstop flight. It will open the first nonstop US carrier service to Shanghai, the automobile and financial center of China. Given the fact that Detroit is the automobile capital of the United States, and that it is geographically at the crossroads of commerce, Detroit generates substantial travel demand for China.

We are convinced that routing via Detroit meshes with passenger travel patterns and demand, as Northwest's Detroit hub serves more of the population base that has connections to China than San Francisco, which is also under consideration for nonstop service to China.

We urge your favorable consideration of the application of Northwest Airlines.

Sincerely,


Paul Millegonds
President



An International Energy Company

William T. McNamara, Jr.
Chairman & CEO

May 3, 1999

The Honorable Rodney E. Slater
Secretary, U.S. Department of Transportation
400 - 7th street, S.W.
Washington, DC 20590

5-3-99 copy to:

Edward McNamara
Barb Hogan
Marilyn Hunter
Andi Newman - NW
Jean Oberstar - SH&E

Dear Secretary Slater:

I am writing to you to lend my support to Northwest Airlines' bid for nonstop international service between Detroit and Shanghai, China. Our company does extensive business in Asia and having mother key route to the fastest growing area in China would indeed be a benefit, not only to the Midwest, but to Southeast Michigan in particular. Obviously, because Detroit is Northwest Airlines' major hub, it also provides convenient access to China for passengers throughout Northwest's service territory in the United States.

I also urge favorable consideration of the other part of Northwest's application regarding weekly cargo flights. This will provide increased competition to the only other United States carrier and benefir businesses across the United States.

Thank you for your consideration.

Sincerely,

WTM/dap

BCC: Wayne Doran
David Katz

C. F. Burger Creamery

CHAIRMAN OF THE BOARD
THOMAS V. ANGOTT

8101 GREENFIELD
P. O. BOX 24008
DETROIT, MICHIGAN 48228

PHONE (313) 837-8000
FAX: (313) 384-8870

S-4-99 -- copy to:

April 30, 1999

The **Honorable Rodney Slater**
Secretary of Transportation
U.S. Department of Transportation
400 7th Street S.W.
Washington, D.C. 20590

Ed **McNamara** (faxed)
Barb Hogan
Marilyn Hunter
Andi Newman - NW (faxed)
Jean Oberstar - SH&E (faxed)

Dear Mr. Secretary:

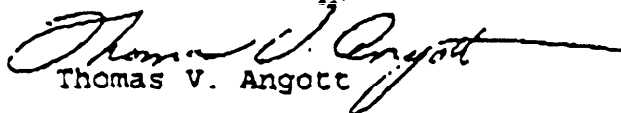
As a member of the Detroit Metropolitan Wayne County Airport Commission I strongly support Northwest Airlines application for allocation of 11 of the 17 frequencies that become available in the first two years, for complementary service to its already hugely successful Detroit/Beijing non stop flight, with a non stop Detroit to Shanghai service.

It is readily apparent that Detroit has evolved into a major engine of economic growth in the Chinese market. This newly revised U.S./China air services agreement provides the United States with an Once in a lifetime opportunity to tap-into the advantages that Detroit has for China service by granting Northwest current application. Non stop service between Detroit and Shanghai is one of the keys to the continued revitalization of the economic base of Detroit and Southeast Michigan.

I also urge favorable consideration of the remaining part of Northwest's application to provide 4 weekly all cargo flights.

Thanking you in advance for your courteous consideration, I remain,

Yours Sincerely,


Thomas V. Angott



Barden
COMPANIES, INC.

400
Renaissance Center
Suite 2400
Detroit, MI 48243
(313) 258-0050
Fax: (313) 258-0154

April 30, 1999

The Honorable Rodney E. Slater
Secretary Of Transportation
United States Department of Transportation
400 Seventh street - SW
Washington, DC 20590

Dear Mr. Secretary:

I am writing to encourage your strong support for Northwest Airlines' recent bid for 11 of 17 new frequencies made available by the new U.S.-China Aviation Agreement.

As you know, Northwest has proposed that three of those 11 frequencies would be nonstop flights from Detroit to Shanghai. The benefits this service would bring to Southeastern Michigan, and in fact, the entire country cannot be underscored.

Linking the automotive, industrial, and financial center of China to the automotive center of the United States and quickest, most convenient service option for passengers - only makes sense. On top of that, Northwest Airlines is operating a code share agreement with Air China, which allows passengers to travel beyond Beijing and Shanghai for seamless service to other Asian destinations. Add to that, more than 50 years of experience Northwest has had in the Asian market, and the decision is obvious.

Thank you for your time and careful consideration of this important issue.

Sincerely,

Don H. Barden
Chairman and CEO

DHB/ap

**MUSICCITY
USA**

NASHVILLE CHAMBER

May 4, 1999

The Honorable Rodney E. Slater
Secretary of Transportation
U. S. Department of Transportation
400 - 7th Street South West
Washington, D.C. 20530

Fax: 202/366-7202

Dear Mr. Slater:

I am writing in support of Northwest Airlines' recent application to the United States Department of Transportation for 11 new passenger and cargo flights to China over the next two years. It is my understanding that the recent aviation agreement between the United States and China increases the weekly flights between the two countries and that the state of Tennessee, as well as the U.S., will benefit directly if Northwest's application is approved by the department.

I believe the Northwest application best serves the interests of the people of Tennessee and the United States for several reasons. First, the passenger routes for which Northwest applied increase the number of non-stop flights to China by the most direct route available (Detroit to China), offering business customers and tourists the easiest access to China. Second, increasing the total number of all flight types Northwest provides to China will only serve to increase the level of competition among airlines serving China.

Thank you for taking this matter under consideration.

Sincerely,



John Butler
Manager
Trade Development



CLARK TRUCK PARTS, INC.

P.O. BOX 1089 . RT. 82, BLACK BETSY ROAD . POCA, WV 25159

PHONE 304-755-8811

FAX 304-755-8888

Secretary Rodney Slater
U.S. Department of Transportation
400 7th Street, SW
Washington, DC. 20590
Dear Secretary Slater:

I am writing in support Northwest Airlines' application requesting 11 new passenger and cargo flights from Detroit to Shanghai during the first two years of the new U.S.-China aviation agreement. Having traveled this year to China as a participant in Senator Jay Rockefeller's trade mission, I know first-hand the importance of developing stronger business relations with the Chinese.

These new flights, combined with Northwest's existing nonstop schedule to China from Detroit, will provide those of us on the East Coast with the convenience of eight weekly nonstop flights-five to Beijing and three to Shanghai. This expansion of Northwest Airlines' routes will assist West Virginia companies, like mine, to expand our export opportunities throughout the globe and especially the Far East.

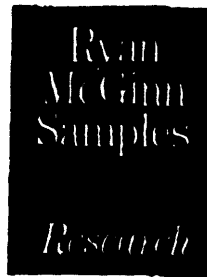
Northwest Airlines is one of the leading U.S. air carriers to China and the Pacific. Your support of Northwest Airlines ultimately will help West Virginia's economic development efforts as we continue to build our trade relations with Japan, Taiwan and China.

I hope you will consider and act favorably on Northwest Airlines' application.

Thank you.

Sincerely,

Eric Clark
Resident



COPY

May 4, 1999

Secretary Rodney E. Slater
U.S. Department of Transportation
400 7th street, SW
Washington, D.C. 20590

Dear Secretary Slater:

I respectfully request your favorable approval of Northwest Airlines' application for 11 new passenger and cargo flights from Detroit to Shanghai as a result of the new U.S.-China aviation agreement signed on April 6. This important extension of Northwest's operations will ultimately help West Virginia businesses as we continue our economic development outreach to the Par East.

These new flights, combined with Northwest's existing nonstop schedule to China from Detroit, will provide East Coast travelers with the convenience of eight weekly nonstop flights—five to Beijing and three to Shanghai. This Detroit-China gateway will benefit more than 70% of the nation's population.

Northwest Airlines is one of the leading U.S. air carriers to China and the Pacific. Northwest has been a leader in trying to expand the U.S.-China aviation relationship through code share alliances, training Chinese flight crews, and conducting aviation seminars in China.

Your approval of Northwest's application would be greatly appreciated.

Sincerely,

A handwritten signature in cursive script that reads "Robert Samples".

Robert Samples
President



**West Virginia
Chamber of Commerce**

May 5, 1999

Secretary Rodney E. Slater
US Department of Transportation
Room 10200
400 7th Street, SW
Washington, DC 20590

VIA Fax

Dear Secretary Slater:

As president of the State Chamber, I respectfully request your strong consideration of Northwest Airlines' application for 11 new passenger and cargo flights from Detroit to Shanghai as a result of the new US-China aviation agreement signed on April 6. This important extension of Northwest's operations will ultimately help West Virginia as we continue our economic development outreach to the Far East, especially to China.

As I'm sure you know, the US Department of Transportation has initiated a proceeding to allocate 17 new weekly flights to US air carriers to be phased-in in 1999-2000. Northwest Airlines has applied for two new nonstop passenger flights from Detroit to Shanghai in the first year and a total of three by the summer of 2000.

These new flights, combined with Northwest's existing nonstop schedule to China from Detroit, will provide those of us on the East Coast with the convenience of eight weekly nonstop flights—five to Beijing and three to Shanghai. This Detroit-China gateway will benefit more than 70% of the nation's population.

Northwest Airlines is one of the leading US air carriers to China and the Pacific. They have been at the forefront of trying to expand the US-China aviation relationship through code share alliances, training Chinese flight crews, and conducting aviation seminars in China.

Your valued support of this effort is greatly appreciated.

Sincerely,

Stephen G. Roberts
President

The Voice of Business in West Virginia

Post Office Box 2789, Charleston, WV 25330-2789 • 304.342.1115 • Fax 304.342.1130
www.wvchamber.com • E-Mail: wvchamber@citynet.net

--

**Lewis N. McManus
2106 Kanawha Blvd. East
Charleston, West Virginia 25311**

May 5, 1999

**Mr. Rodney Slater
Secretary
Department of Transportation
400 7th Street, SW
Washington, DC 20590**

Dear Secretary Slater:

The purpose of this letter is to urge you to look with favor on the request of Northwest Airlines to receive authorization for additional flights to China.

Such action would be beneficial to our state. This is true especially in the southern portion for the many businesses, colleges and universities and governmental officials who are now working on expanding our growing economic activity in the Far East. The chemical industry is a vital element of our economy and those corporations are directly involved in seeking business opportunities in Asia.

As a former Speaker of our House of Delegates and as a former president of the University of Charleston, I am acutely aware of this growing need for air service to the Orient.

Currently, Northwest offers two daily flights from Yeager airport in Charleston to Detroit. It is my understanding that Northwest's flights to the Far East begin their non-stop service from Detroit. This schedule offers both convenience and continuity to those users.

Thank you very much for your positive consideration of the Northwest request as you expand the approved flights to China.

Sincerely,

Lewis N. McManus



UNITED SQUARE, P.O. BOX 1506, PARKERSBURG, WV 26102-1506

RICHARD M. ADAMS
*Chairman of the Board and
Chief Executive Officer*

May 3, 1999

The Honorable Rodney Slater
Secretary of the Department of
Transportation
400 - 7th street, SW
Washington, DC 20590

Dear Mr. Secretary:

I am writing to request your support of Northwest Airlines' application for 11 new passenger and cargo flights from Detroit to Shanghai during the first two years of the new U.S.-China aviation agreement.

As you know, on April 6 the United States and China agreed to liberalize the restrictive civil aviation agreement between the two countries. As a result, the Department of Transportation has initiated a proceeding to allocate 17 new weekly flights to U.S. air carriers to be phased-in in 1999-2000.

This expansion of Northwest's routes will assist West Virginia businesses as we improve our export and business opportunities throughout the globe, especially the Par East.

Northwest has applied for two new nonstop passenger flights from Detroit to Shanghai in the first year and a total of three by the summer of 2006. These new flights combined with Northwest's existing nonstop service to China from Detroit will provide East Coast passengers with the convenience of eight weekly nonstop flights - five to Beijing and three to Shanghai-

Northwest Airlines is one of the leading U.S. air carriers to China and the Pacific. They have been at the forefront of trying to expand the U.S.-China aviation relationship through code share alliances, training Chinese flight crews, and conducting aviation seminars in China.

Thank you for your consideration.

Sincerely,

Richard M. Adams
Chairman of the Board
and CEO



P.O. Box 70

PETIT JEAN POULTRY INC.
Denville, Arkansas 72833

501-495-7888

May 5, 1999

The Honorable Rodney E. Slater
Secretary
Department of Transportation
Washington D.C.

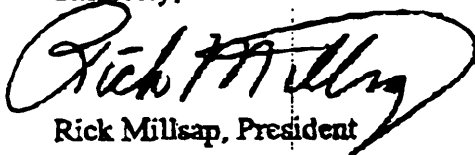
Dear Mr. Secretary:

As I understand, you are to make a decision very soon on allotting round trip flights to China due to the successful U.S.-China Air Services Agreement. I would like to add my support for the naming of Northwest Airlines for these flights.

Of the airlines eligible to apply, Northwest Airlines provides substantial benefits for me and my business. Currently they are the only U.S. airline in Arkansas who flies to China. As well as passenger flights, they will provide cargo flights, which is superior to the small package shipments that FedEx can provide. The other carrier, United Airlines, services the U.S.-China route, but only from the West Coast, and as I understand the situation - you must connect through Tokyo. The Northwest Airline hub will be in Detroit, much closer for people from my state, as well as the entire Eastern half of the nation.

With limited choices for traveling to China, this approval would be of great benefit to our state and our business overseas. Thank you for your time and consideration on this issue.

Sincerely,


Rick Millsap, President



Southern Strategy Group

2716 North McKinley
Little Rock, Arkansas 72207
(501) 661-1111
Fax - 666-3828

Sheila Galbraith Bronfman
President

The Honorable **Rodney E. Slater**
Secretary
United States Department of Transportation
Washington, D.C.

Dear Mr. Slater:

*Rodney, as you **know**, my firm does some work with Northwest Airlines and they have **been** very good **about working with** our state and **local officials in Arkansas** to help us secure better travel opportunities which in turn attract **business** to **our** state. Many of us here have developed a very good **working** relationship **with** Northwest Airlines.

Currently, Northwest is seeking the allocation of 11 of **the** 17 frequencies that will become **available** in **the** near future. More opportunities for **direct flights from** Detroit to Shanghai can only benefit both pleasure and business **passengers** from **our** state. In addition Northwest **cargo** service will **provide** healthy competition for Federal Express by making available heavy **cargo** capacity service, a service not provided by **FedEx** which concentrate/s on express small package service.

Northwest has **been** a good business partner to many in Arkansas and **we** would like to **see them** have a **level** playing field with United Airlines and Federal **Express**.

I would **appreciate** you taking a hard look at their applications.

On a personal **note** I am sorry I missed you last **time** you were home, but as you **know** my father passed away suddenly. I hope to see you on the next visit **and, as always if I can** be of service, let me know. Say hello to Jerry **and Catherine** for me.

Sincerely,

Sheila Galbraith Bronfman

Kruger-Blackwood International Travel
10310 W. Markham St. - Suite 206
Little Rock, AR 72205-1579

May 4, 1999

The Honorable Rodney E. Slater
Secretary
Department of Transportation
Washington, DC

Dear Mr. Secretary:

On behalf of the traveling public of Arkansas, I would like to respectfully request your consideration of approval of Northwest Airline's application to provide nonstop US carrier service to Shanghai, China. We are excited that these frequencies will soon become available as a result of the work that you and Secretary Albright have done in opening the Chinese market to US commerce.

As you are aware it is much easier for travelers in Arkansas to get to and depart from Detroit than the West Coast. Northwest Airlines has a presence in Arkansas while United Air Lines does not provide service to our state. Therefore, Northwest Airlines is better suited to serve the needs of the traveling public in Arkansas.

Thank you for the consideration of their application

Sincerely,

Christa Blackwood

Phone (501) 224-8747 → Fax (501) 224-9628



聯美股份有限公司
China Environmental Consultants, Ltd.
台北市復興北路2號14F (A樓)
Head Office:
14F/A, 2 Fu-Hsing North Road
Taipei 104, Taiwan, R. O. C.
Tel: +886-2-2721-0231
Fax: +886-2-2721-0340, 2721-0345
E-mail: cecltw@ms23.hinet.net
http://www.cecl.com.tw

secretary **Rodney Slater**
Department of Transportation
400 7th Street, SW
Washington, D.C. 20590

May 5, 1999

Transmission Via Facsimile
1-202-366-7202

Re; Northwest Airlines; Detroit to Shanghai Route

Dear Secretary **Slater**,

I am the President of **CECL Global Technologies Inc.**, an environmental technologies firm located in Boston, Massachusetts with affiliated offices in Shanghai, Beijing and Taipei.

The purpose of this letter is to respectfully request that you award Northwest Airlines a direct air route from Detroit to Shanghai in order to expand travel options for American business travelers from both coasts and thereby enhance our global competitiveness in Asian markets.

Seven years ago I resigned as a partner and department head in a major Boston law firm to establish an export business selling and licensing environmental technology to Asia. The greater Boston metropolitan area is a major source of environmental technology and there are many New England environmental companies which sell and license technology through out the western hemisphere, Europe and the Mid East. However, unfortunately, there are very few technology companies in New England which have sought to fully exploit the export market potential of Asia.

Conventional wisdom dictates that in order to efficiently and effectively trade in the Asian market, a US company such as mine must be based in California, Washington or Oregon. As a result of the existing airline

CECL-North America
91 Falcone Circle
Hampton, NH 03842, U. S. A
Tel: +1-603-929-0187
Fax: +1-603-929-0153
Email: 103322.1245@compuserve.com

CECL-Global Technologies Inc.
114 Newbury Street, Suite 400
Boston, MA 02114, U. S. A.
Tel: +1-617-439-8829
Fax: +1-617-636-8829
Email: KC2G1@aol.com

CECL-Midwest
10832 Old Mill Road, Suite 4
Omaha, NE 68154, U. S. A.
Tel: +1-402-334-9408
Fax: +1-402-334-5183
Email: kreesler@omninet.net

CECL-West, Inc.
177 Lois Lane
Palo Alto, CA 94303, U. S. A.
Tel: +1-650-322-7780
Fax: +1-650-322-7807
Email: bclzelo@aol.com

Environmental Management ■ EIA ■ Environmental & Civil Engineering ■ Soil & Groundwater Remediation ■ Technology Transfer & Licensing ■ Training

routes, east coast business fliers are five to six hours further away from Asian markets and Asian business opportunities. This is not due simply to geography, but to the failure of federal regulators to give east coast travelers more options for air travel to Asia.

Allowing the current airline routes to continue to restrict east coast commerce with Asia, will only perpetuate US isolation and serve as a barrier to full US participation in the global economy. Barring east coast companies from direct, equal access to Asian markets is both unfair and unnecessary. It is particularly onerous and punitive when it is the result, not of geographic accident, but of conscious governmental policy. The US government has an historic opportunity to eliminate this injustice by awarding Northwest Airlines the Detroit-Shanghai air route.

If Boston business travelers such as myself had the option to travel from Boston through Detroit and over the pole to Shanghai the current five to six hour advantage which the west coast enjoys over the east coast would be eliminated. Boston would be as close as San Francisco to Asian business opportunities and would enjoy a level playing field with west coast companies. More importantly, by bringing the technologies of MIT, Harvard and other east coast universities in closer proximity to the markets of Asia, America would have more products to export and a sharper technological edge in global business competition.

Should the federal government award Northwest Airlines the Shanghai route business travelers from the north east would be able to reach Shanghai in the same amount of time it would take a business traveler from the west coast. By unleashing full bicoastal trade with The People's Republic of China, the US would, for the first time since New England Whalers and Clipper Ships opened up the China trade of the nineteenth century, have our best opportunity to increase exports and reduce our rapidly growing bilateral trade deficit.

As a small businessman looking towards the twenty-first century, I know that I must compete for global markets in order to meet the competition. As a one million mile flier, I know that there is no substitute in business, particularly in Asia, for sustained face to face dialogue even in this age of cyber communication.

All I ask is that when I am assessing a business opportunity and I know that airline schedules and routes will make the difference between making a key meeting to close a major deal or losing another contract to an Asian or European competitor, that you give me every opportunity to make a flight which will get me there on time.

By awarding Northwest Airlines the Detroit-Shanghai route you won't win the war for reducing our trade deficit with China, but you'll give me and a lot of other American businesses a chance to get into the battle and put up a hell of a fight.

Sincerely,



William B. Golden

President

CECL Global Environmental technologies Inc.

Honorable Rodney Slater
Secretary
Department of Transportation
400 Seventh Street, SW
Washington, DC 20590

FAX: 202-366-7202

May 5, 1999

Dear Secretary Slater:


As a member of the Connecticut China Council and a business executive located in Connecticut I strongly urge you to approve the application of Northwest Airlines for non-stop service from Detroit to Shanghai and Beijing. My company is currently contemplating the opening of an office in Shanghai.

I have traveled to Beijing on Northwest's non-stop service from Detroit and found the travel option to be much superior to departing the US from the West Coast. I am aware of a number of other East Coast business travelers that would appreciate an expanded and more competitive market for travel to China.

Approving Northwest's application will allow for parity among US carriers that will benefit all travelers and cargo shippers.

As businesses on the US East Coast attempt to expand in the Asian markets, a more competitive and efficient travel market will benefit all consumers. Thank you for your consideration.

Sincerely,



Dennis Xu
Member, Connecticut China Council



May 8, 1999

The Honorable Rodney Slater
Secretary
Department of Transportation
400 Seventh Street, SW
Washington, D.C. 20590

Dear Secretary Slater:

Please consider this a formal endorsement for granting Northwest Airlines an increased allocation of flights from China to the Detroit gateway airport. We believe this increased allocation will enhance commerce opportunities in the eastern United States, and in West Virginia, specifically.

West Virginia--through the leadership efforts put forth by U.S. Senator John D. Rockefeller IV, U.S. Congressman Bob Wise, former Governor Gaston Caperton, Governor Cecil Underwood and officials at the West Virginia Development and Tourism offices--our state has focused our economic development efforts upon international commerce. While these efforts have proved to be extremely successful, air service remains a critical issue in courting international interest in West Virginia.

Probably no other component of our economic development efforts is more affected by air service than tourism. In cooperation with our Development Office, the Division of Tourism is currently seeking increased opportunities from the Pacific Rim--including a long-term commitment to court tourists from Japan, Taiwan and China.

Since West Virginia has no international gateway in its borders, we are dependent upon the easy connections from international gateways with direct flights to our regional airports. With the daily flights provided by Northwest into Charleston, West Virginia, from Detroit, an increased allocation for the Northwest from China to Detroit would positively impact our opportunities.

For the aforementioned reasons, we respectfully request your kind consideration of our endorsement and look forward to your decision in this regard. Thank you for your continued commitment to improving the transportation infrastructure in this country. I remain

Sincerely yours,

Alisa L. Bailey
West Virginia State Tourism Director

AB/da

West Virginia
Division of
Tourism

2101 Washington St., E.

Charleston, WV 25305

Ph: 304-558-2200

1-800-CALL-WVA

FAX: 304-558-0106

www.state.wv.us/tourism